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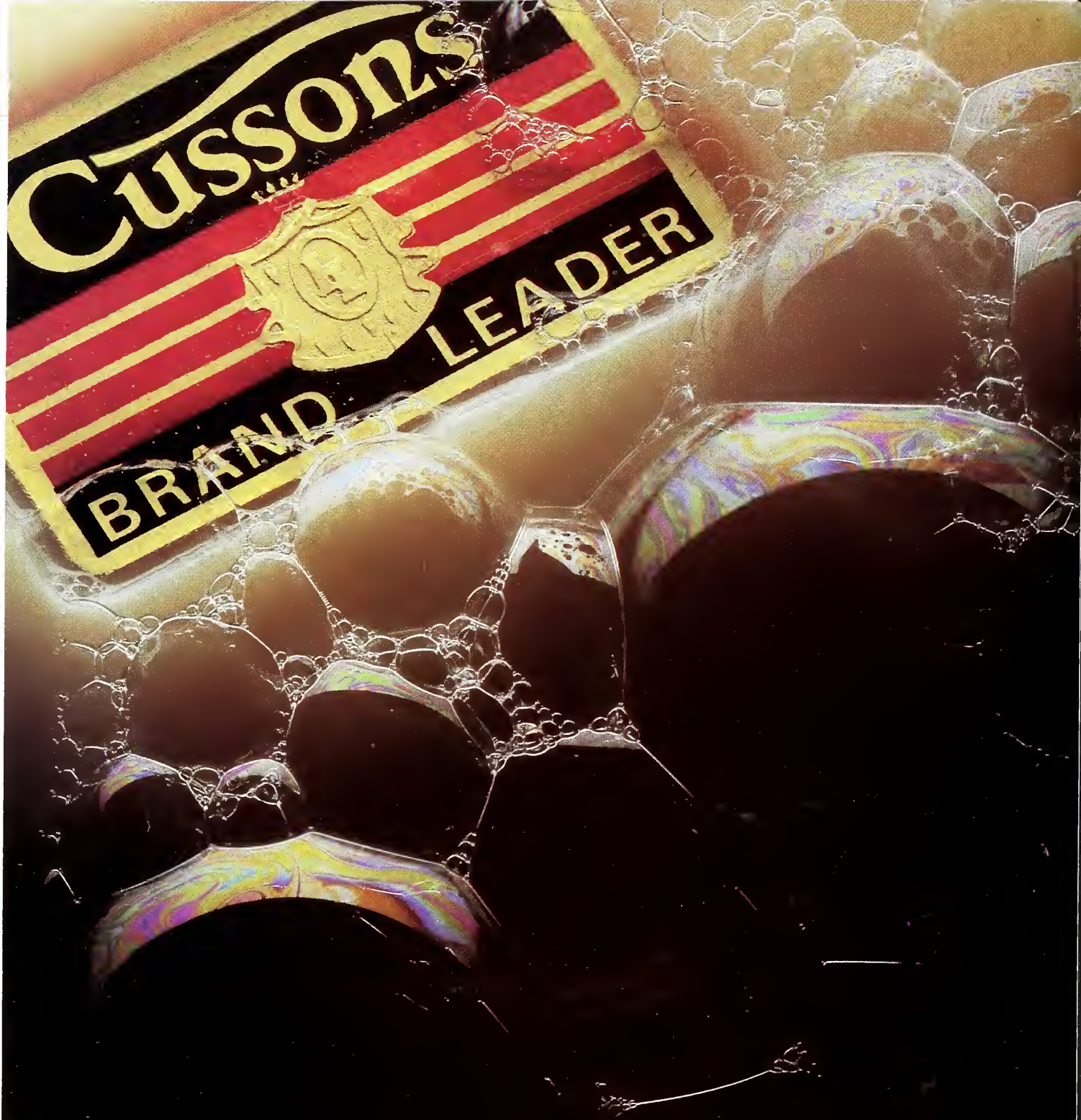
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break rural
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**Glaxo drop
RPM on OTC
'ethicals'**

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CHEMIST & DRUGGIST

Incorporating Retail Chemist

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28 June 1980

COMMENT

Ungentlemanly!

After years of wrangling, pharmacy and medicine have a gentleman's agreement on rural dispensing which it is hoped will soon have the force of law. It is distasteful that legislation should be necessary to regulate the dealings between two sister professions, but the doctors' side seems determined to provide the evidence by pitching for a larger slice of the dispensing "cake", standstill or no standstill.

A number of cases of extension of dispensing by medical practices are coming to light, but the example at Tenterden in Kent (p1112) seems to have no justification at all—unless it be the doctors' intention to corner the prescription "market" before the legal shutters come down (and henceforth act in *their* defence).

So now, as with Tetbury in 1976, the pharmaceutical side has been forced to resort to publicity in a last ditch effort to preserve the service provided by three pharmacies—Independent, Co-op and Boots. The immediate reaction of patients and customers has apparently been sympathetic, but the leaflet campaign about to start is hard-hitting and contrasts the pharmaceutically-supervised dispensing in the pharmacy with that available from the doctors. The response is unpredictable.

But what a tragedy the campaign should have become necessary. Tenterden is too small a town for the two professions to be at loggerheads, and yet what future can there be for fruitful co-operation, whatever the outcome?

Certainly the fault is not on the pharmacy side and the doctors' motives can be only imagined. They are not in any way benefiting their patients (unless a hundred yards is too far to walk or drive a car to have a prescription dispensed—you can park outside both Boots and the independent). The pharmacies are open for much longer hours than the doctors' surgery, and our pictures on p1112, taken this week, show that the public vote for the Sunday service by making full use of it. Collection-and-delivery is not required, because it has been tried and failed. An oxygen service is provided on a 24-hour basis, and of course there is nothing to compare with the range of drugs stocked by the pharmacies, to be called upon whenever the doctors have need to prescribe outside their usual armamentarium. (And who, we wonder, would mix the unusual ointments, prepare the hospital consultants' specials, etc, if the pharmacies disappear?) Add to these points the regular contact that the public has with the pharmacist—50 per cent have visited a pharmacy in the past week, according to a recent survey—and it adds up to very "disadvantaged" patients in Tenterden if the doctors get their way.

So far, unfortunately, the doctors do not appear to have been interested in the results of their action. They are said to have offered a "compromise" but it was described by one pharmacist as "like being invited to jump off Beachy Head in case someone pushes you." The Clothier voluntary machinery has once again been proved ineffectual and the medical side's enthusiasm for it must perhaps be called into question. (The BMA's defence that the rural doctor is doing a good job was irrelevant—it is a good pharmaceutical job that he cannot hope to do.)

Hopefully the Secretary for Social Services will be watching the goings on in Tenterden—regrettably not an isolated case—and will make sure that he is ready with the necessary regulations to enforce Clothier as soon as the legislation receives the Royal Assent. Otherwise there may be no rural pharmacy service left to preserve.

Doctors refuse to abide by the rural 'standstill'

A publicity campaign to dissuade patients from switching to doctor dispensing has been mounted by the Pharmaceutical Services Negotiating Committee and the Pharmaceutical Society in the country town of Tenterden, Kent.

Tenterden has three pharmacies—Paydens (a group independent), Dartford Co-operative Society, and Boots—and the doctors' surgery, the only practice in the town, is sited not more than 150 yards from Boots' premises. It is understood that the pharmacies have noted a reduction in their prescription numbers over recent months—about 20 per cent according to Paydens—since the doctors started expanding their dispensing.

Attempts by the National Joint Committee on Rural dispensing to get the doctors to observe the voluntary Clothier "standstill" agreed by the medical and pharmaceutical professions, have been unsuccessful, despite a visit from a doctors representative and Mr D. L. Coleman vice-chairman of the PSNC. The question has yet to be considered by the FPC's dispensing subcommittee, which is due to meet on July 2.

It is understood that there are some

12,800 patients in the area, of whom about 10,000 are outside the mile limit. However, the doctors do not hold surgeries other than in Tenterden (except at one location for one session a week) and patients are required therefore to pass at least one pharmacy when seeing a doctor. Patients come from up to seven miles away.

Leaflet campaign

The doctors are said to have been asking patients to sign a dispensing request form and in response to this, and to their refusal to abide by the standstill, the PSNC was this week arranging for 10,000 leaflets to be delivered to residences in the area.

The leaflet is headed "Who should dispense YOUR prescription?" and the text goes on: "The local practice of doctors at Ivy Court, Tenterden, want to extend their dispensing despite the advice of their own professional organisation. If they succeed your chemist may have to close.

"Dispensing in a chemists shop is supervised by a pharmacist. In the doctor's surgery dispensing is not carried out

by pharmaceutically-qualified persons. The pharmacy is open longer each day, on a Saturday, and, by rota on Sundays and Bank holidays—unlike the doctors' surgery from which a normal dispensing service operates from 9.30am to 5.30pm on weekdays only. A wider range of stock is carried and an oxygen service is provided by your chemist.

"The choice is yours. If you want to preserve your chemist shop do not sign forms provided by your doctors requesting him to supply your medicines."

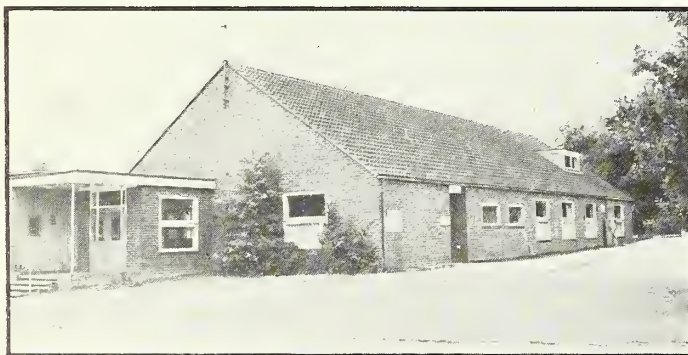
On television

The publicity campaign began last week when Mr Bruce Rhodes, as assistant secretary of the Pharmaceutical Society, was interviewed on Southern Television's "Day by Day". The programme asked if it really mattered whether chemist or doctor dispensed prescriptions and said "to thousands of chemists it matters". The claim was that, overall, the number of prescriptions had dropped by about one-third in Tenterden.

Mr Rhodes said that the professions had agreed it was wrong that commercial interest should enter into the dispensing question. The patient was getting a good and longer service from the pharmacies, but only a limited service from the doctors. Asked how ethical doctor "cavassing" was, Mr Rhodes said it was up to the medical profession to decide. The programme showed two families, one living just under a mile, and one just over a mile from Tenterden—the latter having a choice in dispensing.

The British Medical Association was quoted as saying that they wished to

PHARMACIES UNDER THREAT: The three Tenterden businesses, at least two of which could close if the doctors extend their dispensing. The contrast between the services is illustrated by the Sunday-morning scene at Ivy Court (below) and Paydens (right)



avoid precipitate action—but they also added: "The rural doctors are doing a good job".

The Payden pharmacy—which has been a chemists since 1779—provides a 24-hour oxygen service, and has in the past attempted a collection-and-delivery service, but it was not supported. The local pharmacists report that relationships with the doctors were "excellent" until about 18 month ago.

The voluntary standstill will become statutory under legislation currently going through Parliament, but it is unlikely that the necessary regulations could take effect this year.

Sunday trading: a new Bill?

As *C&D* went to Press on Wednesday, Mr Clement Freud, MP, was hoping to introduce a Bill into the House of Commons, under the ten minute rule, to amend the laws on Sunday trading. If he succeeds, this will be the seventh bill of its kind. The last attempt was made by Lord Ponsonby in 1979, in the House of Lords, but although his bill passed its second reading, it failed to complete its passage because Parliament was dissolved and a general election called.

A survey carried out by *C&D* among its readership, in February 1979, showed that 83 per cent of those replying were against Sunday trading—45 per cent saying they would never open on a Sunday even if legislation allowed this.

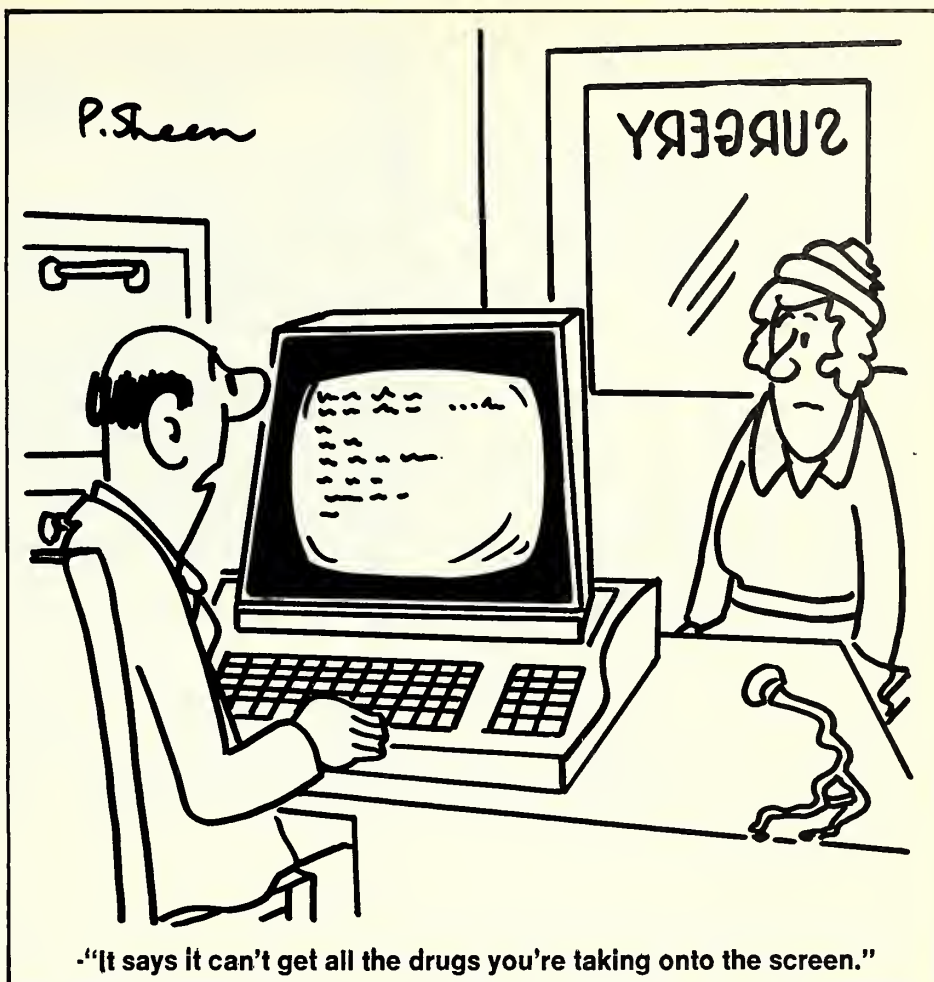
The National Consumer Council believe that the existing laws in England and Wales on Sunday trading "are ludicrous and riddled with anomalies". According to research published by NCC in March 1979 (carried out by the NOP) 22 per cent of the sample surveyed would wish to visit a chemist on a Sunday.

Nicorette question

All FP 10 prescriptions for Nicorette chewing gum will be sorted by the Prescription Pricing Authority and sent on to the relevant Family Practitioner Committees. However it will then be up to the FPCs to decide which prescriptions will be challenged, the Department of Health confirmed this week. This is an interim arrangement while the Advisory Committee on Borderline Substances considers the product.

Nicorette prescriptions would not be routinely challenged by the FPCs, the spokesman added. But if general practitioners prescribe Nicorette on FP 10s they should expect to be questioned, and should ensure that the treatment is given for sound medical reasons and not simply as an anti-smoking aid for otherwise healthy people.

In 1974 the ACBS ruled that anti-smoking aids were not prescribable under the NHS and this decision still stands. However because Nicorette has a high nicotine content and it registered as a medicine the situation is not so clear-cut. It is not yet known when the ACBS will make its decision.



Computers to tell doctors about drugs

Doctors are being urged to start using computers as a source of information on drugs.

A report, "Computers in primary care," published last week, says that a computer in every surgery would bring immense benefits in better treatment for patients, it could lead to safer and cheaper prescribing, and would help doctors to become more efficient.

"We believe that a computer system could—and should—be in widespread use in general practice in five years and adopted by virtually all practices in 10 years," says the Royal College of General Practitioners' computer working party who compiled the report.

The working party recommends gradual introduction of a computer system into each practice, starting with basic records such as the patients' name, age, sex, address and NHS number which could be linked with a computerised appointment system.

Eventually the system could be extended to control repeat prescriptions and drug information. For example, when a patient asks for a repeat prescription the staff would use the visual display unit to check the drug, the dose, the number of tablets to be taken each day, whether the patient should see the doctor and so on. The computer could check for dangerous interactions with other drugs and print out the prescription together with instructions or warnings for the patients such as which foods and OTC medicines to avoid. The com-

puter could also answer such questions as: "What is the interaction between drug A and drug B?" or "List analgesics costing less than £1.00 for 50 tablets."

At present only a few family doctors are using computers to store and process their records and, apart from these enthusiasts, "medical information handling is no better now than it was at the inception of the NHS," the report says.

The working party is satisfied that confidentiality of patient data can be achieved in a computerised system at a higher level than currently available on manual records. The report concludes that one of the factors influencing the speed of introduction of computers into general practice will be the speed with which the medical profession as a whole accepts these new ideas.

"Computers in primary care," occasional paper 13 (£3), Royal College of General Practitioners, 14 Princes Gate, Hyde Park, London SW7 1PU.

Pharmacy closures

There was a net loss of four pharmacies to the Pharmaceutical Society's Register in May. This is the same as the April closure figure. In England 11 opened up, of which two were in London and 14 closed down (one in London). Two opened up in Wales and three closed down, with one opening up and one closing down in Scotland. The net loss of pharmacies to the register is 55 so far this year.

NPA calls a meeting on 'notional' pricing

The National Pharmaceutical Association is calling wholesalers together to discuss "notional" pricing.

The Board this week invited Ayrton Saunders, Barclays, Hall Forster, Butlers, Ferrymans, Hills, Macarthy's, Sangers, Unichem and Vestric to a meeting at the Imperial Hotel, London W1, on July 11 at 2.30 pm.

In its letter, the Board expresses concern at the damaging effect notional prices will have on NPA members, and through them the public, unless the difficulties are resolved without delay.

Pointing out that there is to be a DHSS-PSNC discount inquiry in the autumn, the NPA contends that without action "the outcome may well be the enforced closure of hundreds of small pharmacies within the next two years."

□ The Office of Fair Trading is considering a submission from the Pharmaceutical Services Negotiating Committee concerning notional pricing by wholesalers, PSNC sent a similar communication to the Monopolies Commission.

PATA takes up threat to RPM

Concern expressed by *C&D* last week about resale price maintenance on over-the-counter medicines, following notional pricing of "ethicals" by wholesalers, has been taken up by the Proprietary Articles Trade Association.

Mr Leon Godfrey, the new PATA president, told *C&D* on Tuesday that from conversations he has had with other organisations and individual manufacturers the concern is widely shared. However, each company seemed to be waiting to see what others would do. In the hope that a consensus can be reached, Mr Godfrey asks companies with an interest in RPM to contact him at DeWitt International Ltd, Seymour Road, London E10 7LX (telephone 01-539 3334).

One idea being canvassed is that the parties involved in presenting the case to the Restrictive Practices Court in 1969-70 should meet to produce a common policy, which might be put forward as a registrable agreement in the public interest.

Glaxo drop RPM

Glaxo Group have this week confirmed to *C&D* that they are no longer applying resale price maintenance to "ethicals" which are on over-the-counter sale.

The decision came to light because



Mr Horace Cutler, MPS, of Kensington, London, being presented with the Farley Health Products' trophy at the London Chemists' Golfing Society's meeting, by Farley's Wessex regional sales manager, Mr Alan Bowdin. Playing off a handicap of 15 in near-perfect conditions he returned a net score of 68 in the medal round. Also pictured at Berkshire Golf Club are the society's captain, Mr Richard Briggs (left) of East Anglian Supplies, and secretary Mr David Savory, of Macarthy's Ltd

subscribers told *C&D* that Unichem were calculating a "notional" retail price on a number of the group's products. Those involved are:— *Allen & Hanbury's* Isogel and Piriton tablets 50; *Duncan Flockhart* Ancoloxin 50, Dehydrorocholin, insulins, Locan cream, Multivite pellets 50, 150, Pernivit; *Glaxo Laboratories* Cytac tablets, liquid, Fersamal syrup, tablets 100.

A Glaxo spokesman confirmed, however, that RPM is still being enforced on Farley Health OTC medicines.

□ Squibb say that they have reconsidered their decision to reduce the wholesaler discount on Modocate to 7½ per cent (*C&D* June 7, p959); the new rate of discount will be 11½ per cent.

Engaging a bogus pharmacist led to dismissal

The assistant regional manager of a pharmacy chain was sacked for taking on a bogus pharmacist, an industrial tribunal at Bristol heard recently.

The manager, Mr Geoffrey Burrows, said the man had shown a knowledge of the profession which implied he was experienced and had also supplied two references. But the company director Dr David Maddock said Mr Burrows had to be sacked to demonstrate to the Pharmaceutical Society that they took the mistake seriously.

Mr Burrows, Southlands Drove, Timbury, near Bristol, claimed he had been unfairly dismissed by R. Gordon Drummond, saying he had been a senior manager for the firm and its predecessors for ten years, and that dismissal was harsh punishment for his mistake.

The tribunal heard that the bogus pharmacist, who gave his name as Dr Jean-Paul Bosquet, dispensed more than 2,000 prescriptions in Avon and the south west before disappearing.

Mr Burrows told the tribunal that when he interviewed Dr Bosquet for the job of locum covering the odd days and holidays, he had shown a knowledge of legislation and pharmaceutical terminology implying he was experienced. Bosquet also showed him two references. "But in hindsight they could have been faked", said Mr Burrows.

Mr Burrows said he later noticed Bosquet's name was not listed in the pharmaceutical Register, and assumed Bosquet must have allowed his membership to lapse. However, he decided to check with the Society's headquarters, who told him they had no record of the name. Mr Burrows said he wrote to Dr Bosquet asking him to forward his registration number.

His suspicions were confirmed a few days later when Bosquet failed to make his final appointment as locum in the Dursley branch. Over the same weekend the firm discovered the locum was not registered. On the Monday, said Mr Burrows, he was asked for an explanation and was sacked instantly.

Dr Maddock said in evidence that the firm would be disciplined if the Society found out an unqualified person had been left in charge of a pharmacy.

The dismissal was necessary to demonstrate to the Society that they took the mistake seriously and would not let it happen again, he said. The tribunal reserved its decision.

R & D advisory centre

The Department of Industry have set up a "Technology Advisory Point" to help industry utilise expertise available at Government research centres. TAP have detailed information on the facilities available and will direct inquirers to suitable organisations.

Further information is available from: TAP, Department of Industry, Station Square House, St Mary Cray, Orpington, Kent BR7 3RF.



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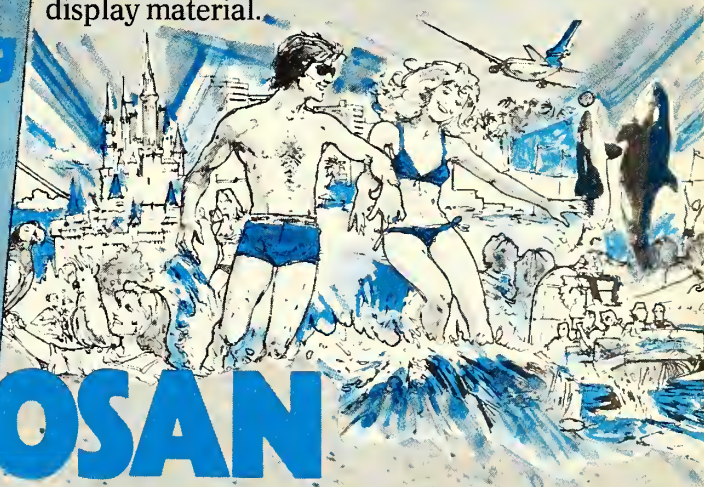


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R. G. A. Short: expert on flavours

Suddenly, on June 19, George Reginald Allen Short, FPS, FLS, of Edgware, Middlesex. The funeral will be at Hendon Crematorium on June 27 at 12 noon. By request, no flowers, but donations may be sent to the Pharmaceutical Society's Benevolent Fund.

Mr D. C. Harrod, FPS, formerly of Chelsea School of Pharmacy, writes: "It was with great sadness that I learnt of the passing of G. R. A. Short, a man that I was pleased to regard as a friend. He qualified as a chemist and druggist from the Society's School in 1922 and was awarded the Herbarium silver medal and the bronze medal for pharmaceutical chemistry. A year later he passed the pharmaceutical chemist qualifying examination. He became a Redwood scholar in 1923 and was appointed a demonstrator at the school. In 1924 he was the Ransom research fellow and was made a part-time curator of the Society's museum under Professor Greenish, which gave him great interest in the museum collection of the Society. He undertook research on *coscinum* and on species of *Strychnos* and published his first papers.

"Leaving the Society he moved to W. J. Bush & Co Ltd as manager of their flavour laboratory, a post which he held until retirement in 1966. He became the acknowledged expert on volatile oils and flavourings and was chairman of the joint technical committee of the British Essence Manufacturers' Association and of the Flavouring Compounds Manufacturers' Association.

Pharmacognosy examiner

"In 1949 he became a fellow of the Linnean Society of London. He was an examiner in pharmacognosy for the Society for 24 years, and also served a period as external examiner for the Universities of Wales and London. He was a member of the crude drugs committee of the British Pharmacopoeia and served on the pharmacognosy A committee of the British Pharmaceutical Codex.

"Mr Short was a founder member of the British Society for the History of Pharmacy; he was quite an authority on old microscopes and another of his hobbies was philately, particularly when the stamps depicted flowers and plants. In 1967 he delivered the Harrison memorial lecture on flavourings and colourings in food and pharmacy.

"Reggie Short was a very quiet and unassuming man, full of erudition and yet very humble, always ready to help anyone from his vast fund of knowledge. A true gentleman of the old school and an outstanding pharmacist, he will be sorely missed by his many friends..

Our deepest sympathy goes out to Mrs Agnes Lothian Short, formerly the

Society's librarian (who has been ill in hospital for some time) and to his other relatives."

Mr A. Wright, president of the British Society for the History of Pharmacy writes: "There are others who have known Reg Short for much longer than I can claim. They can recall his academic stature and his unique specialised knowledge of oils and flavourings. My closer contact covered the phase of his life after retirement, when with his wife he helped to encourage my interest in matters historical. He was quite unassuming but beyond that initial inherent reticence there was a wide experience available for the asking.

"He would go to extraordinary lengths to be helpful and members of the British Society for the History of Pharmacy are saddened by his death. Officially he served the Society as an auditor but his support extended beyond that office. We shall miss his presence and his quiet humour.

"Our sympathy is extended to his family and especially his wife, for we realise how great is her loss."

Sir Derrick Dunlop: man of safety

Sir Derrick Dunlop, MD, FRCP, died last week at the age of 78. Sir Frank Hartley, FPS (a member of the Dunlop Committee from its formation) writes:—Sir Derrick will long be remembered for his work on the safety of drugs. The Committee which came to be associated with his name was appointed by the Ministries of Health in June 1963 following the public concern aroused by the deformities caused in children of mothers who had taken thalidomide during pregnancy. His leadership secured the voluntary co-operation of the pharmaceutical industry in relation to the clinical trials and marketing of new drugs and in assessing adverse reactions. This experience helped to determine the form of control defined in the Medicines Act 1968. It led to the setting up of the Medicines Commission in 1970, with Sir Derrick Dunlop as its first chairman, and to the Committee on Safety of Medicines.

Sir Derrick had been chairman of the British Pharmacopoeia Commission from 1948 to 1958 while he was still professor of therapeutics and clinical medicine at the University of Edinburgh. He was therefore eminently fitted to co-ordinate expertise brought to bear on the problems of safety, quality and efficacy of medicinal products, from the pharmaceutical industry and from the professions of pharmacy and medicine. He had a clear understanding of the requirements for pharmaceutical qualifications, having been Privy Council visitor to the Pharmaceutical Society's examinations in Scotland.

He frequently spoke publicly about the relevance of pharmaceutical formulation to the efficacy of drugs, revealing at the same time a puckish and often critical

approach to the use of medicines. He said that doctors and pharmacists should attempt more than they did to educate the public in rational therapeutics "rather than pander to its primitive desires, even though the desire to take medicine seems to be the chief thing which differentiates man from lower animals".

He was often critical about "poly-pharmacy" believing that true synergy in applied pharmacology was rare. He condemned the excessive use of vitamin preparations and also what he regarded as the excessive prescribing of drugs affecting the central nervous system to secure sleep, stimulation or tranquillity. He laboured long and successfully to gain recognition of the advantages of incorporating the "nomen proprium" on labels of dispensed medicines.

Sir Derrick will be remembered by many in pharmacy for his friendliness and personal charm and for his oratory at meetings of branches, regions and pharmaceutical conferences. He took infinite pains to prepare his speeches and delivered them as though extempore, with wit, with a sense of occasion, and sometimes histrionically. He was a great man.

New interferon inducers found

Upjohn Ltd researchers have discovered that a new group of drugs—6-phenylpyrimidines—can cause the body to make interferon, protect animals against viruses and improve their defences against tumour cells.

The new drugs are likely to be much less expensive than the interferon currently being used experimentally, the researchers reported recently to the American Association for Cancer research.

Some of the new drugs successfully combated viral infections without causing cells to produce interferon, in tests on animals and tissue from human tonsils. Upjohn say that the drugs may therefore activate other body defences, probably involving lymphocytes, antibodies and other unknown factors.

In the tumour studies, success depended upon the number of tumour cells present in the afflicted animal. When there were many tumour cells, none of these new drugs worked. As the number decreased, however, the success of the treatment improved and many more animals survived. The company has stressed that testing has been limited to experimental animals and the research is still at a preliminary stage.

□ The Imperial Cancer Research Fund is to spend £1 million on clinical trials of interferon in cancer.

Wellcome Foundation will supply the interferon for trials on 50 to 100 patients with various forms of cancer. The ICRF has been studying interferon during the past four years and preliminary studies in man are now sufficiently advanced for this new programme to start in September.

by Xrayser

Mr J. H. Henderson, FPS, has been elected the 1980-81 chairman of the Pharmaceutical Society's Scottish Department. **Miss Elizabeth A. Meikle, FPS**, is vice-chairman and **Mr J. S. Galloway, FPS**, has been co-opted onto the Executive to fill Mr Myers' vacancy.

Mr Martin Brannan, of Brannan Thermometers, has received an OBE in the Queen's Birthday Honours list. Mr Brannan, aged 70, still runs the family firm, with the help of his eldest and youngest sons, but received the award for his work on the Association of County Councils and its committees. His involvement in local politics stems back to 1933.

News in brief

□ The provisional estimate of the seasonally adjusted index of the volume of retail sales in May is 101 (1976=100). The estimate suggests that trade fell back further in May, and in the three months March to May sales were 1 per cent lower than in the previous three months.

□ The European Chemical Industry Ecology and Toxicology Centre (ECE-TOC) has issued its brochure presenting its objectives and activities. Copies available from Dr W. J. Bontinck, ECETOC, Avenue Louise 250, bte 63, 1050 Bruxelles, Belgium.

□ Sales of machinery, equipment and materials estimated at £2 million are expected to result over the next 12 months from Interphex 80 (*C&D*, May 31, p935.) The event attracted over 10,000 trade visitors and delegates from over 40 countries. More than 60 per cent of the exhibition space for Interphex 82 (Brighton, June 18-21) has already been booked.

□ A working party on vinylidene chloride has concluded that only a minute amount of the chemical is likely to be ingested as a result of its use in food packaging materials. The third report of the Steering Group on Food Surveillance, "Survey of vinylidene chloride levels in food contact materials and in foods" (HMSO, £2.25) gives an account of the working party's findings.

□ The winner of the May Kodak Award for Quality for independent photo-finishers is J. D. Brown Ltd of Dundee, a newcomer to the award winners list. The laboratory is located in Castle Street, Dundee, and employs around 50 people. It was established in Dundee in 1919. Second and third places went to Ormskirk Laboratory of Napcolour Ltd and S. H. Shayler Ltd of Oxfordshire.

Health centre news

Bradford AHA have officially opened the £200,000 health centre at Silsden near Keighley. The centre has provision for four GPs and staff, and also for an Addingham doctor, who has a surgery in Silsden. There is accommodation for community health clinics and health visitors and home nurses.

Prices and scripts

I feel a bit of an idiot really, for in my apprehension about what we were going to have to pay for "ethicals", I assumed that the DHSS would have to pay the price charged to us by the wholesalers and imagined there would be endless confusion at the Pricing Bureaux as they struggle to learn those prices from the various suppliers. This is wrong. We shall be paid at manufacturers' list prices, irrespective of what we are charged. I based my assumption on the fact that the Government has in the past paid us what we actually paid (or their estimate of what we paid) by giving us an on-cost on the list price less a discount based on what they calculated we were getting by way of extra discounts. I think we would agree that because of the open discounting of the past year or so, the discount deducted from our cheques was probably less than we actually picked up, so that technically the DHSS would probably have been able to justify a clawback of that extra money had the amounts been assessed independently.

I imagine the fact that gross underpayment for our services meant that the money gained was essential for the survival of smaller pharmacies, was probably why the PSNC was so pleased at the new agreement they have made which freed us from the worry of a retrospective snatchback. However with the DHSS only paying us list price for drugs from now on, many of us will have to watch our financial steps for a while until the discount inquiry has provided an accurate idea of what we are paying. But when actual figures have been obtained, there can surely be no reason why we should not in future be paid list price plus on-cost, less a negative discount for small pharmacies' graded up to current-style discount for the larger. Is it a possibility, I wonder, for these pharmacies which are paying the new low-value service charges?

Returned scripts

The Open Shop writer last week was wondering if someone at the Department of Health was deliberately making life difficult for us with a bloody-minded, meticulous attention to nit-picking detail. Since my returns this month have dropped to below 40 I was inclined to take a more benevolent view until I actually sat down to work them over.

I think he is right. What possible reason can there be for returning scripts already returned once, with pack size and maker's name clearly endorsed, asking again for supplier and price, when there is only one manufacturer and other scripts for the same item have apparently been accepted? Not only do I ask the PSNC to look into it, but suggest they jump around in demanding to know who is responsible for this unnecessary industrial harassment.

Bean feasted

For some years now many of the drug manufacturers have been holding seminars for doctors, consultants, dentists (but not pharmacists) at which they present generally excellent films and lectures on the clinical use of their products along with what they might call a "modest repast" (a slap-up meal in fact, understandably popular occasions with our overworked medics). I'm looking forward to the Sterling Health presentation in our area for if rumour is correct, they are giving us the same VIP treatment along with a fairly good film on the mechanism of pain, tied of course to a commercial ending . . . It would make sense though if pharmacists were invited to the GP presentations, for it would be a fine way of meeting socially yet having a common professional aim.

PRESCRIPTION SPECIALITIES

Venom vaccine for bee and wasp allergies

Pharmacia Diagnostics have introduced Pharmalgen venom injections for the prevention of severe allergic reactions to bee and wasp stings.

Clinical trials have shown that the vaccines have a 95 per cent success rate. They are made from pure venom whereas other hyposensitising injections have been made from whole body extracts.

The bee vaccine is prepared by attracting bees to a fine membrane through which a mild electric current is passed. The annoyed bees sting the membrane but are able to withdraw their stings and do not die. The venom is deposited on a glass plate and eventually freeze dried.

Wasps, however, would tear the membrane so their venom is collected by encasing wasps nests in plastic bags and putting them in a deep freeze. Freezing kills the wasps so that the venom sac can be dissected. Twenty thousand wasps are needed to manufacture 1g of raw material which is then refined.

PHARMALGEN wasp venom and bee venom

Manufacturer Pharmacia (GB) Ltd, diagnostics division, Prince Regent Road, Hounslow, Middlesex TW3 1NE

Description 5ml vials containing white freeze-dried venom lyophilised with mannitol. When reconstituted with NSA-diluent (Pharmalgen) each 1ml contains venom 100mcg, normal serum albumin 600mcg, mannitol 30mg, sodium chloride 9mg, phenol 4mg, water for injection to 1ml

Indications Diagnosis and treatment of allergy to wasp or bee stings

Contraindications Other serious immunological illness, infections and preg-

nancy. Pregnancy is not an absolute contraindication but the risk to the foetus of an anaphylactic reaction must be considered

Dosage Diagnosis—see literature. Treatment—the patient is vaccinated with gradually increasing doses until 100mcg of venom is injected, either every two hours to hospitalised patients, or two or three injections a day once a week, or one injection once or twice weekly. Maintenance 10mcg monthly, with treatment recommended for three years. See literature

Precautions See literature

Storage Refrigerated at 2-8°C. Shelf life is two years in freeze-dried condition for venoms, and two years for NSA diluent whilst sealed. After reconstitution, solutions at concentrations down to 1mcg/ml have a shelf life of four weeks at 2-8°C. Reconstituted and diluted solutions must be kept under sterile conditions. Do not re-freeze reconstituted venom

Packs Boxes of four vials of venom with four vials of diluent for reconstitution (bee £35 trade; wasp £45). Boxes of 10 vials of 4.5ml NSA diluent for further dilution (£7.50 trade)

Supply restrictions Prescription only
Issued June 1980

Apralan preparations for animals

Elanco Products have introduced two presentations of apramycin sulphate. Apralan 200 injection is given intramuscularly for treating colibacillosis and salmonellosis in calves. The injection is

packed in a 100ml multidose glass vial (£5.48, trade). Apralan soluble powder is packed in plastic bottles containing 50g apramycin activity (£10.92, trade). It is given in milk or drinking water for the treatment of bacterial enteritis caused by *Escherichia coli* and *Salmonellae* in pigs and calves. *Elanco Products Ltd, Kingsclere Road, Basingstoke, Hants.*

Minocin 50mg tablets for acne

Lederle laboratories are introducing a 50mg strength of Minocin tablets on July 1. The tablets will be coloured beige and film-coated in packs of 100 (£18 trade). Minocycline is indicated in a 50mg twice-daily dosage for the treatment of acne rosacea and acne vulgaris. *Lederle Laboratories, Division of Cyanamid of Great Britain Ltd, Fareham Road, Gosport, Hampshire.*

Change in markings for APS frusemide

Approved Prescription Services are changing the appearance of their frusemide 40mg tablets. The APS logo will be marked on one face and a break-line above the figure 40 will appear on the reverse face. Dispatch of these tablets is planned for early July when present stocks are exhausted. *Approved Prescription Services Ltd, Whitcliffe Ros Road, Cleckheaton, West Yorks BD19 3BZ.*

Zaditen tablets

Zaditen 1mg tablets (60, £7.20 trade; £8.58 in Ireland) are being introduced in blister packs. Also, in Ireland only, the product authorisation for both the 1mg capsules and the tablets has been extended to cover the use in children over 30kg. *Sandoz Products Ltd, PO Box Horsforth No 4, Calverley Lane, Horsforth, Leeds LS18 4RP.*

according to the provisions of the Medicines Act 1968. It provides mandatory standards for the quality of medicines, which become effective in the UK on December 1.

ON TV NEXT WEEK

Alka Seltzer: All areas

Anadin: All areas

Balance: M, Lc, Y, NE

Body Mist: All areas

Crest: All except G, B, E

Curity Snugglers: All areas

Harmony hairspray: All areas

Head & Shoulders: All except E

Johnson's baby oil: Ln, M, WW, So, A, WE

Mum: All areas

Odor Eaters: All areas

Oil of Ulay: Sc, WW, So, A, U, We, B, Cl

Reply: So

Sine-off: Ln

Slimgard: All except E, Cl

Wilkinson Sword: All areas

Zest toilet soap: M, Lc, Sc, B

BOOKS

British Pharmacopoeia 1980

British Pharmacopoeia Commission. *Her Majesty's Stationery Office* Atlantic House, Holborn Viaduct, London EC1P 1BN. 2 Volumes, 12 × 8½ in. 940 + 265pp. £60.

The 1980 edition of the British Pharmacopoeia is greatly enlarged from the last edition of 1973. For the first time, the Pharmacopoeia incorporates, in edited form, all relevant monographs and methods currently contained in the European Pharmacopoeia. It also includes, in updated form, a large proportion of monographs formerly in the British Pharmaceutical Codex. Many new preparations are described for the first time and the edition includes an extensive formulary and sections on specialised materials.

This increase in the range has resulted in the publication of two

volumes which allows the entries to be sectionalised. Volume I deals with medicinal and pharmaceutical substances, including organic salts, synthetic chemicals, vegetable drugs, antibiotics, hormones and vitamins, with information on action, use, dose, solubility, storage and labelling.

The formulary, blood products, immunological products, radiopharmaceutical preparations and surgical materials sections are in Volume II. Twenty-four appendices describe procedure and requirements necessary for interpretation of the standards.

A number of improvements in style and nomenclature have been introduced. The International System of Units (SI Units) has been introduced wherever practicable, with the appropriate equivalent in c.g.s. terms. The graphic formulae, wherever possible, now indicate stereochemical configuration of molecules.

This is the first edition of the British Pharmacopoeia to be produced wholly

DERMIDEX

SKIN MEDICINE

NOW IS THE SEASON

FOR:

- Insect bites, stings, scratches and grazes from the garden
- Perspiration rash and sore skin
- Mild sunburn
- Tired aching feet
- Anal and vulval irritation

NOW IS THE TIME

TO:

- Recommend DERMIDEX
- Increase your sales
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NOW AN *EXTRA* 12½% DISCOUNT

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Simply complete and post the cut-out slip below. (No stamp required). Goods will be delivered and invoiced by your nominated wholesaler.

* INTERNATIONAL LABORATORIES LTD., Wilsom Road, Alton, Hants.

Send to: INTERNATIONAL LABORATORIES LTD. DEPT. CD 2
FREEPOST, Wilsom Road, Alton, Hants. GU34 2BR

Please Supply _____ Dozen DERMIDEX with special discount

Deliver to _____

My wholesaler is _____

Offer closes 31st July 1980

Chemist & Druggist 1121

COUNTERPOINTS

Airwick's refillable two-way air freshener

Beecham Toiletries are launching Air Wand—a new “two-way,” refillable air-freshener from Airwick with over £1.5m of support, claimed to be the heaviest ever for this expanding UK market.

Available in three fragrances—spring meadow, mountain spruce, and tangy citrus—Air Wand (£0.65, refill £0.54) consists of a handy, refillable plastic unit. Its “two-way” action means that it combines the normal freshening benefits of the traditional solid—when the unit is static—with the additional facility of clearing sudden problem odours when the unit is waved through the air for a few seconds.

The £1.5m plus launch package includes television advertising, breaking in mid-August, with a follow-up Press campaign. Its freshening power is said to last for at least 60 days when left standing—“much longer than for most solid products”—and the unit is refillable for about the price of a traditional solid.

“We believe that the availability of refills was one of the main factors that led consumers to buy nearly twice as many Air Wand units as the nearest competitive product, both at the trial stage and the repeat-purchase stage, in our simulated test market,” says Mike O'Donovan, Beecham Toiletries marketing director.

With solid air-fresheners used in only 56 per cent of UK homes, Beecham believe that the considerable rate of growth



Airwick enters the two-way freshener market with this refillable unit

that this market has shown over recent years will continue. For 1980 they predict a total market of £32m at retail selling prices, an increase of 40 per cent on 1979.

Air Wand now joins two other recent product launches in this area—the “two way” Twice as Fresh from Food Brokers Ltd, and Bayer's Bayfresh (C&D, March 31, p919). Beecham Toiletries, Beecham House, Great West Road, Brentford, Middlesex TW8 9BD.

'Biggest-ever' spend for thick Parazone

Jeyes' national launch of thick Parazone will cost £500,000—the largest amount yet spent on one of their products. The advertising will be through a national television campaign during the summer and autumn. Mr John Morrison, sales and marketing director, says: “We aim to take 30 per cent of branded bleach sales and to achieve this we need to advertise.”

Thick Parazone is packed in 750ml “squeezeable” bottles (£3.71 dozen, trade). A safety cap incorporating a ratchet is claimed to make the product impossible to open except by the spout. Jeyes Ltd, Brunel Way, Thetford, Norfolk.

Vestric promotions

Vestric promotions for July are: Harmony hairspray, Johnsons baby powder, Farleys rusks, Kotex sylphs, Colgate, Elastoplast Airstrip and fabric, Sure deodorant, Germolene, New Skin, Germoloids suppositories, ointment and tissues,

Vosene, Optrex, Dr Whites Panty Pads, Recital (super blonde) Phillips Ultraphil special sunlamp, Intraphil lamp, and electric underblankets. Vestric Ltd, Chapel Street, Runcorn, Cheshire WA7 5AP.

Improved formula for Antasil

Stuart Pharmaceuticals are increasing the amount of activated polymethylsiloxane in Antasil. The liquid will now contain 150mg in 5ml and there will be 250mg in each tablet. The improved formulation has a greater deflatulent effect and is being introduced on July 1. Stuart Pharmaceuticals Ltd, Carr House, Carrs Road, Cheadle, Cheshire SK8 2EG.

Andrews Salts

Sterling Health are launching their biggest ever national television advertising campaign for Andrews Liver Salts. The £300,000 campaign begins on June 30 and will run through the peak summer sales period. Sterling Health, Surbiton, Surrey KT6 4PH.

Support for Supasac in Sheffield

Supasac sweetener is being supported by a test advertising campaign in Sheffield. A two-week promotion on Radio Hallam, featuring the actress Prunella Scales, will be backed-up by advertisements in the *Sheffield Star* and other local papers.

The local campaign is the first step in consumer promotion and the manufacturers, Wallis Laboratory, hope to introduce national advertising next year. Supasac is packed in tubes of 500 tablets and, according to Wallis, will be sold at a lower price (£0.39) than its competitors. Outer display packs hold 24 tubes and can be used as point of sale dispensers. Wallis Laboratory, New Hertford House, Watford, Herts.

Sister Lauras

Sister Lauras have appointed Radiol Chemicals to handle their chemist sales and distribution from July 1. Sister Lauras general manager, Leslie Inglis, says, “As we are about to launch a new range of Sister Lauras products for chemists only, we decided this was the perfect time to strengthen our sales and distribution services to chemists”. Radiol Chemicals Ltd, Stepfield, Witham, Essex.

Inecto additions

Rapidol are adding a 200ml shampoo (£0.79) and a 56g conditioner (£0.57) to their Inecto lemon and mint range. Rapidol Ltd, PO Box 685, Hanwell, London W7 2PS.

Shloer campaign

Shloer are running a concentrated television campaign in the London and Scottish regions. The first phase is scheduled for the end of June and will run for seven weeks. The second phase is planned for the pre-Christmas seasonal peak.

Supporting the television launch will be a national Press coupon campaign during August. Eight million 5p-off coupons will be offered against all three Shloer variants—apple, white grape and red grape. Beecham Foods, Beecham House, Brentford, Middlesex.

Ideal crispbreads have repackaged their wholegrain and ultrathin varieties to match their bran crispbread. Scandinavian Suppliers (London) Ltd are the distributors



Diocalm's great summer promotion says...

THREE INTO ONE DOES GO!

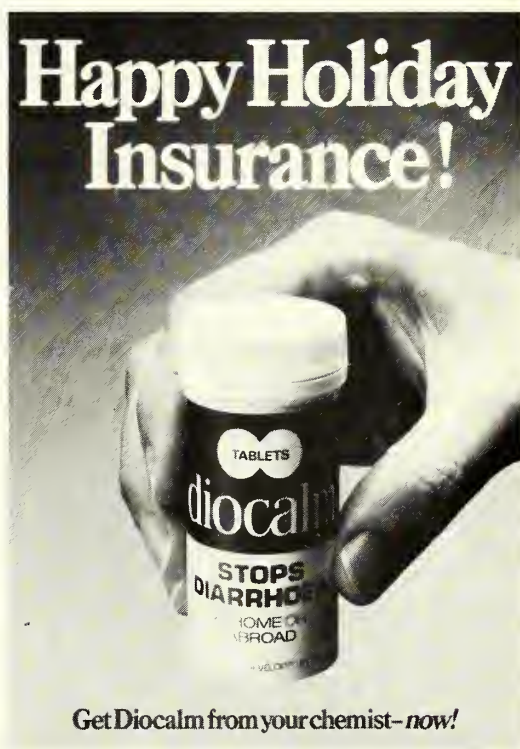
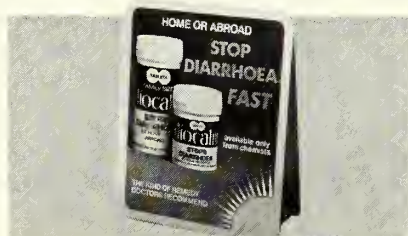
Summer is here so is Diocalm—with a highly persuasive **THREE** pronged campaign. Pushing that **ONE** sure message... "Diocalm stops Diarrhoea". And as far as your customers are concerned Diocalm is their happy holiday.

The leading "over the counter" antidiarrhoeal

brand available only from you, the chemist.

On all 3 fronts

This is one of the most aggressive advertising campaigns Beecham has ever put behind Diocalm—back the advertising yourself. Get your displays up front and stock the shelves with Diocalm. The summer rush is on.



Get Diocalm from your chemist—now!

1 PRESS: "Big space" ads throughout the summer in national newspapers and women's magazines.

2 DISPLAY CARDS: The message is a cert for impulse purchases... from you.

3 POSTER: First time Diocalm has gone public on posters. And on such a national scale, at major places of purchase... shopping centres, airports etc.

Summer free for all

All Fresh and Germolene Footsplay splash out.

TRUST Beechams to make this summer a real sales scorcher. Yes, every new flash pack of All Fresh contains 2 FREE sachets. And for Germolene, the only Medicated Footsplay on the market, the pack contains FREE '25% Extra'. Bound to 'up' last year's increased

sales. In addition All Fresh supports a self liquidating offer... a cut price barbecue set.

These two highly successful brands are being jointly promoted with special seasonal point of sale material. From giant dump bins to colourful display trays all with complete head boards. In fact, it's not surprising that Beechams are once again helping you to help yourself to good profits.

Beechams keep babies cool

SUMMER is here and with it comes hot sticky nights, a major cause of discomfort to babies. That's the time when mums reach for DINNEFORDS. The popular, tried and trusted formula for bringing up wind and settling babies.

Summer also hots up the bottom end of the market too. Which is why ALL FRESH BABY BOTTOM WIPES are the cool soothing answer.

And if you want a bigger bite of this baby market, remember there's ASHTON AND PARSONS and STEEDMANS TEETHING JELLY

both popular favourites for baby's teething problems.

So stock and display the Beechams Baby Care Range—and get growing.

**STOP
PRESS!**

Be ready for next winter. Contact your Beecham's representative and hear all about forthcoming winter promotions.

Put an extra fizz into your sales... stock up with ENO, a good seller at all times.

COUNTERPOINTS

Babysafe sterilising granules from Cannon

Cannon Rubber Ltd are adding sterilising granules (£0.91) to their Babysafe range.

The granules of sodium dichloroisocyanurate are packed in foil-lined moisture-proof sachets, each containing the right amount to make 2-litres of sterilising solution suitable for feeding bottles, teats, etc. The granules dissolve quickly in cold water and form a solution that is effective for up to 24 hours with a minimum sterilising period of 30 minutes.

The granules come in boxes of 30 sachets providing a month's supply. Instructions for use are given in four languages. *Cannon Rubber Ltd, Ashley Road, Tottenham, London N17 9LH.*



Pupa cosmetics from Italy

A range of Italian cosmetics called Pupa is now available. The collection includes lipstick (£1.20), nail varnish (£0.85), eye shadow in singles, doubles and trios (£1.40, £1.95, £2.80), mascara (£1.45), eye and lip pencils (£0.65), natural blush (£2.65), tenderglow (£1.50), and glitter (£1.70).

There are four sizes of make-up kits ranging from a complete make-up outfit to a small handbag size compact. The cosmetics can be ordered as separate items or a complete display unit containing 195 items. *Distributors—Thomson & Joseph Ltd, Castle House, Norwich.*

Deeper colour for Blue Stratos

Blue Stratos are introducing new packaging for their 125ml size of after shave. The deep electric blue of the packaging



is in line with their existing range but gives a richer look to the product. The original television campaign for Blue Stratos featured a hang glider showing the bird in flight motif. This year's

1124 Chemist & Druggist

£350,000 television advertising has an adaptation of this commercial and will be seen in the three weeks before Christmas. *Shulton (Great Britain) Ltd, Trevor House, 100 Brompton Road, London SW13 1EW.*

Mellow Moods from Outdoor Girl

Outdoor Girl are introducing a cosmetics collection called Mellow Moods for autumn and winter. It includes a new product—waterproof cream eye shadow (£0.89) in six shades—pink pearl, white gold, opal green, sapphire, bronze and gunmetal. Three shades, venetian red, rich garnet and titian red, are being added to both the cream lipstick (£0.76) and Hi-pearl nail polish (£0.89) ranges. *Outdoor Girl Cosmetics, Hook Rise South, Surbiton, Surrey.*

Holiday competition from Sakuracolor

A two-week holiday in the Seychelles or a cash alternative of £1,000 is the top prize in a competition open to all retailers ordering 10 Sakuracolor films of the same type and size. Each order for 10 films gives one chance in the draw to be held on August 11.

Second prize is a weekend in Paris, or £250; third prize a weekend for two of your choice in the UK, or £150; runner up prizes of 12 Sakura cooler bags. *Konishiroku UK, Konishiroku House, 51 High Street, Feltham, Middx.*

Arden blues

Elizabeth Arden are offering Blue Grass flower mist (150ml uncartoned) at a summertime price of £3.50 (normal price £6.35 cartoned). *Elizabeth Arden Ltd, 20 New Bond Street, London W1A 2AE.*

Numark promotions for July

The next Numark national promotion will run from July 14-26 and the theme will be "More holiday savings". The "superbuy" for July will be Pennywise 10's. Other main line products include Gillette GII cartridges, Kleenex for men, Vosene, Alberto Balsam shampoo, Mum Rollette, Heinz baby food cans, Harmony hair spray, Radox salts, Colgate, Crest, Milupa infant food, Milumil, Bandaid washproof and clear, Dr Whites, Lillies and Agree.

Intermediate items on promotion include Johnsons baby lotion, Matey bubble bath, Soft and Gentle aerosol, Bran Slim tablets and Pin Up home perms. Dextrosol is the only supplementary product on promotion. Optional extras include Bonjela, Aqua Ban, Germolene, Lactocalamine lotion, Puritabs Maxi tablets, Optone Crystal Clear, Clearine, Optrex and Germoloids.

Numark advertising will appear in the following publications: *Daily Mirror, Daily Record, The Sun, Sunday Post, TV Times, Woman's Realm, Woman's Weekly, Lincoln, Rutland & Stamford Mercury, Leicester Mercury, Bradford Telegraph and Argus, Northampton Chronicle & Echo and the Northamptonshire Evening Telegraph.* There will be eight commercials on Ulster TV. *Numark, 51 Boreham Road, Warminster Wiltshire BA12 9JU.*

Baumol soap

Duncan, Flockhart & Co have discontinued Baumol soap and stocks are now exhausted. *Duncan, Flockhart & Co Ltd, Birkbeck St, London E2 6LA.*

Farley Health Products are offering this alphabet wallchart for £0.65 and ten "It's child's play" tokens, which are available on all three pack sizes of their rusks



Philishave and Ladyshave are repackaged

Philips have repackaged three of their Philishave models in an attempt to maintain their competitive price position, and have redesigned the packaging of the Ladyshave range so they may "continue to dominate" the dry shaver market for women.

The repackaged Philishave products are now known as the "S" models—they retain their old type numbers but now



have an S suffix. The De Luxe HP 1133S and Standard HP 1134S are now in "simple display cases" and the Special

HP 1142S comes in a soft vinyl case. The estimated selling prices are £29.50, £17.00 and £19.50 respectively. The De Luxe HP1133 is still available in its "luxurious presentation case" at an increased estimated selling price of £32.50.

Philips believe the repackaged Ladyshave range "will help chemists co-ordinate the range with their cosmetic displays". The new design carries a bolder Ladyshave logo, colour photographs and a matching colour scheme with the models. There is one price increase—the De Luxe HP 2111 which is now expected to retail at £12.50.

Star promotion

Philips are to launch a hotline promotion from July through to September. For every Philips electric blanket or fan heater purchased, the retailer will be awarded with three stars in July, two stars in August and one in September. The stars are redeemable against a selection of gifts available. Claims received in July will automatically go into a free draw for four one gallon bottles of whisky. *Philips Electrical Ltd, Mullard Mitcham, New Road, Mitcham, Surrey.*

Airstrip yacht for Observer race

Smith & Nephew have launched a yacht which will compete in the *Observer* two-handed transatlantic race in 1981. The yacht, a Westerly GK29, was recently named "Airstrip" by Mr Kenneth Kemp, chairman of Smith & Nephew Associated Companies. *Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts.*

Burger bag with Anne French and Immac

International Chemical Company are offering consumers a promotional offer on Immac and Anne French deep cleansing milk.

A "Burger Bag", a purse which unzips to form a tote bag is being offered for £1.50 in a choice of four colours—red, blue, cream and black.

The offer will be backed by advertising in young women's magazines and leaflet dispensers at point of sale. All promotional packs carry "proof of purchase" stickers. The offer closes September 30. *International Chemical Company Ltd, 11 Chenies Street, London WC1.*

The Inter-dens Toothbrush.
Designed in consultation with Dentists
to help remove the plaque
ordinary toothbrushes can't reach.



Inter-dens Interdental Cleansers.
Designed in consultation with Dentists
to help remove the plaque even the
Inter-dens Toothbrush can't reach.

Inter-dens Products for Oral Hygiene—and Healthy Profits.

Nicholas

Pharmaceuticals, Toiletries
Hospital Supplies

Inter-dens is a registered trademark.

Nicholas Laboratories Limited,
225 Bath Road, Slough SL1 4AU.

COUNTERPOINTS

Promotions for Body Mist, Vosene, Pure and Simple

Pure and Simple is being promoted with an on-pack consumer offer of a manicure set for £0.99. In addition the consumer will receive 50p worth of price-reducing coupons for selected brands from Beecham Toiletries.

Collarettes mounted on the two Pure & Simple lotion sizes and back-cards for the three sizes of creme display details of the offer and act as order forms.

The manicure set includes eight instruments in a hard-wearing, washable, vinyl purse. The set of six coupons reduces the price of the next purchase of any size of Pure & Simple creme by 10p, lotion by 10p, Silvikrin shampoo by 5p, hairspray by 5p, Midas foam bath by 10p, and Body Mist by 10p.

"This kind of offer has proved particularly effective as a sales-booster for this brand in the past. Consumer response to a similar 'purse-plus-coupons' offer on Pure & Simple in 1979 ran at five times the predicted level," says marketing manager Frank Vymetal.

Body Mist is being promoted through an in-store consumer competition directly linked to the advertising theme of "body mystery" on which the product has been relaunched.

The terms of the competition are published on entry-form leaflets mounted on point-of-sale units. Consumers have to list in order of importance eight qualities that give women "body mystery," complete a tie-breaker and provide proof of purchase. The 50 prize-winners will each receive a leather vanity case filled with mystery beauty aids. The Body Mist television theme will be on the air every week this summer.

Vosene is being promoted with an on-



pack offer aimed at busy mothers with energetic young children.

Purchasers of special packs can obtain a "Perishers rainy day book" and a "Perishers activity pack" at substantially reduced prices. In the former, the Perishers cartoon family present 300 things to do in the way of drawing, painting, model making and puzzle solving. The "activity pack" provides a scrapbook, a sketch pad, an 80-piece jig-saw puzzle and a scribbler.

Special bottle cartons carry an application form, together with collectors' tokens (300ml size—4 tokens; 160ml size—2 tokens; 60ml size—1 token). To qualify for either a "rainy day book" or "Activity pack"—each costing £2.50 at manufacturer's recommended prices—a purchaser must send in four tokens plus £1.99. *Beecham Toiletries, Great West Road, Brentford, Middlesex.*

Cleanse and make-up offer from Innox

Innox are introducing several special offers this summer, the first of which is a duo pack of cleansing cream and colour true liquid make-up, (£2.75). This is a saving of £0.75 for the two products.

There will be four combinations of the new cleanse and make-up duo, each containing cleansing cream, and either the beige, biscuit, caramel or new buttermilk shade of make-up. The colour scheme for the duo is lilac and white. *Innox (England) Ltd, 202 Terminus Road, Eastbourne, East Sussex.*

Kleenex TV campaign

Kleenex Family toilet tissue is to be supported by a television campaign. £1 million will be spent on an eight-week summer burst, with the advertisement

returning in autumn.

The commercial aims to establish Kleenex Family as the "big softie" and features a lumberjack and a bear.

Alvin Shaw, product manager says "The commercial's impact will ensure we build on the 72pc volume growth the brand has achieved so far this year, in a market worth over £200m." *Kimberley-Clark Ltd, Larkfield, Maidstone, Kent.*

Hair-care promotions from Clairol

Clairol are making special offers on three products during July and August. Nice 'n Easy will be available in packs incorporating a coupon worth 10p off the next purchase. Natural Balance 190ml shampoo and conditioner will be in pre-priced packs at £0.57 and £0.72 respectively. *Bristol-Myers Co Ltd, Station Road, Langley, Slough SL3 6EB.*

'Mini' Agfa 110 with built-in flash

Agfa-Gevaert have introduced the Agfa-metic 4000 flash, a fully-automatic pocket camera with built-in electronic flashgun—"one of the smallest 110 cameras with built-in flash on sale in the UK." It weighs 200g and is 32 x 56 x 145mm.

The model incorporates a wide aperture f4 Agfa Color Apotar, three-element lens, electronic shutter, automatic variation of shutter speeds between 1/30 and 1/1000 seconds, fully automatic and continuous control of exposure settings, and a bright-line viewfinder with parallax marks for short ranges of 1.2 to 2m.

The flash unit, guide number 39 (at 100 ASA) is powered by two 1.5V AAA batteries, and has ranges of 1.5m to 3m with 64-80 ASA film and 1.5m to 5m with 400 ASA. The flash recycling time is approximately 10 seconds. When the camera is closed after use the flashgun is automatically switched off. It is expected to sell at around £49. *Agfa-Gevaert Ltd, Great West Road, Brentford.*

'Exclusive' soap goes nationwide

A soap which was previously exclusive to a Bradford pharmacy is being nationally distributed. Mitchell's wool fat soap is available in toilet (£0.59) and bath



sizes (£0.85), packed singly or in gift boxes of three (£1.77, £2.55). The wrappers are plain cream with brown lettering and are decorated with Mitchell's coat-of-arms. *Distributors—Hub Marketing, The Castle, Bampton, Devon.*

Limited edition Yardley soaps

Yardley are offering for sale from September a limited edition of reproduction soap to commemorate the introduction of a new luxury soap in the 1920s. Four fragrances are available—lily of the valley, lilac, heliotrope and trifolia—and each box (£3.30) contains three 100g tablets. *Yardley of London Ltd, Miles Gray Road, Basildon, Essex.*

THIS TIME WE'RE NOT WAVING A BIG STICK.



WE'RE WAVING A WAND.

Beecham took Airwick Stick-up to the top of the market. You know how Stick-up expanded the market. Now we're going to take the two-way Air Freshener market by storm with Air Wand.

Air Wand outsold its only competitor two-to-one in test.

Air Wand is refillable.

Our £1.5 million investment will be the biggest ever TV and promotional package for an air freshener launch. In fact, double the support we gave Stick-up.

So let's clear the air on two-way air fresheners. This is the big one.

The Beecham/Airwick one.
AIR WAND.



BEECHAM KNOW HOW TO MARKET AIRWICK KNOW-HOW

THEIR LITTLE PERISHERS WILL LOVE OUR LITTLE PERISHERS.

Vosene's come up with an offer that your customers' little perishers are really going to love.

A Perishers 'Rainy Day Book' and an exclusive 'Perishers Activity Pack,' at 51p off the manufacturer's recommended price.

So if you ever thought that things were going to be a little quiet at the Vosene front, perish the thought. **BEECHAM TOILETRIES**

the **Vosene** **BEECHAM TOILETRIES** work

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NEW

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SHAMPOO

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Over 300 things to make – and do!

PLAY AND LEARN OFFER...

Perishers Rainy Day Book



Vosene

Medicated Shampoo

PLUS Another Super Perishers' Offer – see over...

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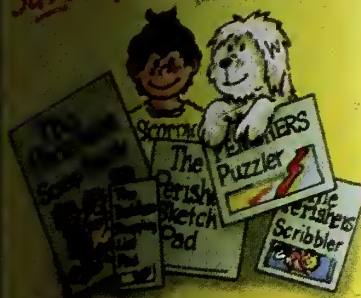
PLAY AND LEARN WITH VOSENE

Perishers Rainy Day Book Over 300 things to make – and do!

Perishers Rainy Day Book

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Save 51p Offer Price £1.99
(M.R.P. £2.50)



Perishers' Activity Pack

This exclusive Perishers' activity pack will keep energetic children for hours. There's a book, a sketch pad, an 80 piece puzzle and a scribbler. There's even a shopping list pad for Mum!

Save 51p Offer Price £1.99
(M.R.P. £2.50)

for details of these super Perishers' Offers

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A good excuse for nostalgia

Benn
CENTENARY
1880/1980

Next month Benn Brothers, publishers of C&D, celebrate their centenary. C&D is taking advantage of the occasion to look back over the past 100 years, firstly to see what pharmacists were doing at the time (p1132) and secondly to look at some other companies with pharmaceutical connections, for whom 1880—or even 1780—are significant years (p1137). The article below outlines how the Benn publishing business has grown from one room in the City of London.

Although nostalgia should play little part in the activities of a publishing house which owes its continued existence to reporting current situations and forecasting future trends in a diverse range of industries, perhaps we might be forgiven for looking back a little at how the publishing house of which we are a part established its secure foundations.

The centenary of Benn, in effect, is a triple event. It is one hundred years since the first Benn journal—*Cabinet Maker*—was launched by furniture designer John Williams Benn in one room in the City of London.

It is also the centenary of the group specialising in the provision of information to industry and commerce which has been built up over those 100 years.

But the centenary of the Benn family's association with the business gives the event its special flavour. For the founder's family still to be principal shareholders in the business and for grandsons to be managing directors make it especially noteworthy.

Teetering business

It was only because of John Williams Benn's skill with the pen that the first journal survived at all. With his almost stillborn business teetering on the edge of bankruptcy, he kept it alive through what he earned travelling the country giving illustrated lectures which included lightning sketches of characters from the streets of London of which he was passionately fond. He was later to become a founder member of the London County Council.

Through the energies of John Williams Benn and his three brothers, the journal eventually prospered and later two sons, Ernest and Wedgwood, joined the company.

It was Ernest, later second baronet, who through acquisition and launch of journals, built up the business still further. Wedgwood eventually left to enter Parliament as Liberal MP in 1906, later to become Viscount Stansgate. It is, perhaps, difficult to visualise what commercial life was like in those turn of the century days when typewriters were a new-fangled invention not really to be trusted; when the telephone might only be touched—let alone answered by the two senior partners.

As years passed and through the convulsions of two world wars, Benn Brothers continued to expand, acquiring

or launching new titles. Not all were successful however. The forerunner of today's home interest magazines, a sixpenny monthly called *The House*, was too far ahead of its time in 1897 and lost a lot of money before finally dying. Two technical journals, *Aeronautics* and *Television*, were also glorious failures.

It was Sir Ernest Benn who moved Benns into book publishing and the company was the first to publish paperbacks. The Benn Sixpenny Library, described as "a complete reference library to modern thought" sold millions of copies. However, the Benn "Ninepenny Novels," fiction by famous authors, were not profitable. Again they were too far ahead of their time.

The House of Benn has been built over the decades to achieve its present eminence in the publishing world, the founder's grandson, Glanvill, now life president, having led the group through 30 years after the war. Benn Publications Ltd, born in 1977, is the larger of the new offsprings from the Benn Brothers parenthood, its chairman being James Benn, great grandson of John Williams Benn. It has one of the strongest lists of specialist business magazines in the UK covering a wide spectrum of trade and industry.

The group has extensive book publishing expertise not only in Benn Publica-

tions' many trade directories, such as C&D Directory, but also through Tolleys (tax reference books), Ernest Benn (Blue Guides, children's and academic books), and Charles Knight (local government publications). A new reputation is being built in the conference and exhibitions field through Benn Business Promotions Ltd.

The Group's second century will bring with it a new look to its name—a new logo to be used from July and symbolising, through the use of a formal typeface for the name Benn, its traditional strength, and through a graffiti motif a sense of style, verve and humour.

"That", says deputy chairman Timothy Benn, "hopefully sums it up. Strength—and the verve to succeed. Conscious that we have survived the hazards of one century with all its fluctuations, the House of Benn embarks on its second determined not just to move with the times, but to help mould them".

C&D enters the fold

In 1880, *C&D* had already come of age, the first issue being published on September 15, 1859. The Quarterly Price List was introduced in March 1960. *C&D* this year celebrates its tenth anniversary with Benn's, who took the publication into its fold in October 1970.

continued on p1132

Leaders of the many trades, professions and industries served by Benn Group publications joined in the company's celebrations when they attended the centenary dinner at Stationers' Hall last week. Below, Mr David Sharpe, president of the Pharmaceutical Society and chairman of the Pharmaceutical Services Negotiating Committee, is greeted by Benn Brothers chairman Mr Richard Woolley (left) and the company's president, Mr Glanvill Benn (centre)



Pharmacy in 1880 as seen by C&D

Subscribers opening their current issue of *C&D* 100 years ago were greeted with the news—or non-news—that: “The annual meeting of the Pharmaceutical Society brought forth nothing of special interest.”

Now, a century later, cynics might be tempted to comment: “Has anything changed?” and a glance at *C&D*, June 15, 1880 (it was then published monthly, subscription ten shillings a year) shows many similarities with today. Professional status, the problems of competition and recent legislation, the need for education, and apathy within the profession were all being hotly debated.

A Mr Spink of Westminster was reported as complaining about the poor attendance at the fourth annual meeting of the Chemists and Druggists’ Trade Association: “This was the metropolis of Great Britain, and everybody was grumbling about the state of trade, and yet they could not get the room full.”

‘Pettifogging hucksters’

He went on to consider “what they could do to make pharmacy worth practising in this country... they would have to concentrate their energies upon the obtaining of the dispensing of the country. At present they had not got it. They had simply the crumbs from the rich man’s table... they were little better than pettifogging hucksters, many of them.”

The same meeting later carried a resolution calling for earlier closing of pharmacies. The proposer said that all chemists were willing to attend to urgent cases “at any hour of the day or night,” but the public was beginning to accept that the chemist had “as just claims for leisure as the grocer or draper.”

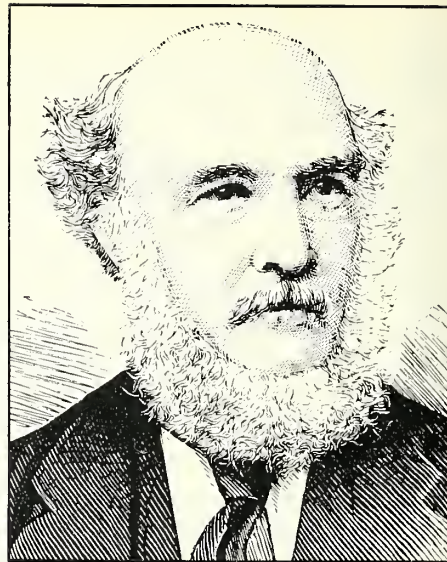
“It would be the dawn of a new era with chemists morally, mentally and physically, could they universally agree to adopt shorter hours and levy a mild percentage upon all business transacted after hours.”

One speaker pointed out that: “Unfortunately, everybody looked down the street first to see if his neighbour was shut,” although another said that when he started to close Sundays and at 9 pm in the evening his neighbours soon came round to his way of thinking.

1880 was the year of the legal battle between the Pharmaceutical Society and the London and Provincial Supply Association Ltd. Bloomsbury County Court had decided it was legal for public companies to sell and dispense poisons so long as a qualified pharmacist was employed to superintend the business. The Society appealed against the judgment and the case eventually went be-

fore the House of Lords on July 21-22, 1880. The Society was defeated when the House of Lords ruled that a limited company was not a “person” and that, under the Pharmacy Act, only “persons” were prohibited from opening as chemists and druggists unless they were qualified.

At its June 1880 meeting, the Society’s Council, under its new president Mr Thomas Greenish, debated pharmaceutical education at length. Mr Schacht, the vice-president, complained about the “condition of unpreparedness” of some of the candidates taking the Society’s exams. “Some of them were so hopelessly, sadly, surprisingly ignorant of the subjects in which they were to be examined that one could but be astonished at their audacity in offering themselves... others seemed endowed with amazing



Above, PSGB president of 100 years ago, Thomas Greenish, and below, today’s president, David Sharpe with (left to right), Arthur Wright (former editor and director of *C&D* and, appropriately for the occasion, current president of the British Society for the History of Pharmacy), Ron Salmon (editor) and Peter Nicholls, (advertisement manager)



powers of deception and they employed really remarkable artfulness and skill in their efforts to baffle the examiners. They know that they do not know much, but they devote all their energies to the art of deception.” He proposed a resolution, which was carried, that a committee of inquiry be set up to investigate education with a view to the possible introduction of a compulsory curriculum.

The debate provoked a comment from the *C&D* leader writer that: “We believe that the future of the pharmacist does largely depend on his scientific education. Competition will choke off his business altogether unless he develops more generally the scientific and personal qualifications appropriate to his calling. These can be properly grounded only by some sort of academic training. On this ground, and not so much out of regard to the comfort or ease of examiners, we have some desire to see the commencement of a compulsory curriculum.”

In another leading article, on “the future of the trade,” *C&D* said: “The chemist, so far as he is a tradesman, must not expect any special public favour merely because he is a chemist. When the chance of what he considered

only fair profits is gone, he must put up with smaller profits, and make up the balance on something else. If the patent-medicine trade is broken up, a shrewd chemist can easily meet that trouble by putting forward with confidence, though with judgment, preparations of his own. Most chemists can strike out a speciality in some line, according to the needs of their localities—agricultural, manufacturing or fashionable.”

“The forthcoming pharmacists must fit themselves to take a higher place than their predecessors occupy, for in the future it will only be as skilled labourers that chemists will be required at all. Chemistry is fast ceasing to be an occult science, and those who intend to live by it must be in advance of their contemporaries. As a matter of simple business, therefore, young pharmacists must make up their minds to study: not merely to learn enough to pass them through their examinations, but enough to fit themselves to hold their own in the every-day competition to which they will have to submit.”

Such sentiments would be good advice to young pharmacists of any generation.

continued on p1137



New softer Kleenex* tissues. Designed to please.

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- * Because the tissues are softer and smoother.

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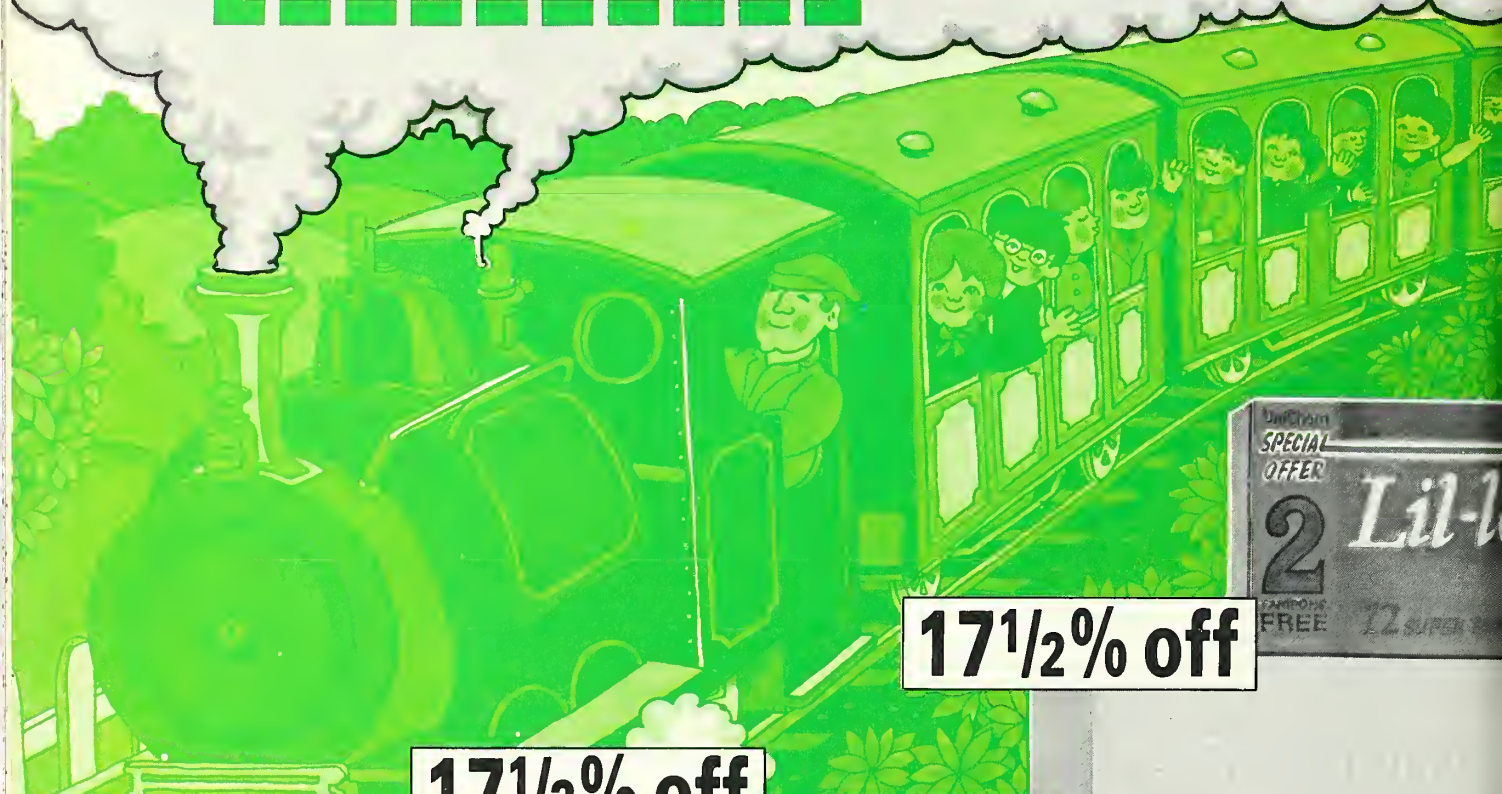
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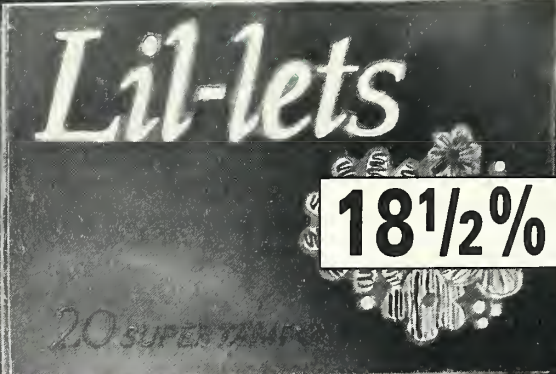
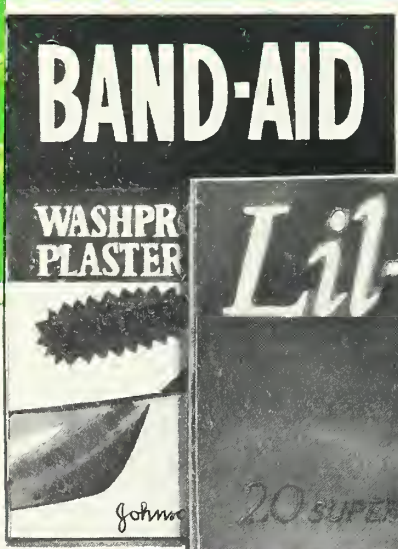
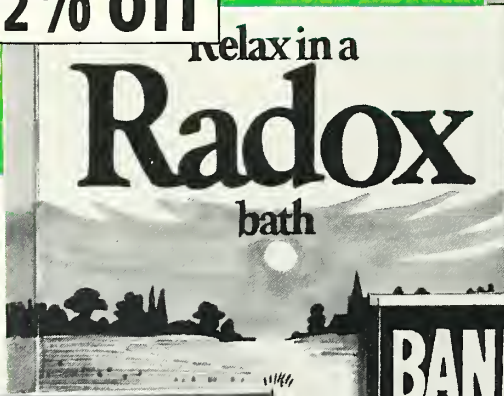
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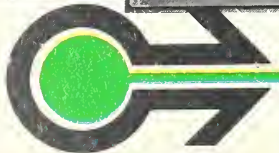
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Up to now Savlon has been used mainly as a personal antiseptic. In a tube or in a bottle.

But now you can sell Savlon liquid as a general household disinfectant, too.

Because we are repeating our classic award-winning TV campaign, the one which so clearly demonstrates that Savlon can be used all over the house: in the loo, in the bathroom, in the kitchen, everywhere.

It means that a lot more housewives will find a lot more uses for Savlon. And that when they do, they'll use more of it.

The TV campaign will run nationally during August/September which, as you know, is the peak sales period of the year. So we expect an unusually heavy demand in the months to come.

We hope you'll be ready for it!



Care Laboratories Limited
Savlon is a trade mark

Other notable birthdays

C&D looks at the history of some other companies celebrating important anniversaries this year



Snow Hill Buildings, Holborn—Burroughs Wellcome headquarters 1883-1941

Wellcome celebrate 100 years

The firm of Burroughs Wellcome & Co was established in London on September 27, 1880, when a deed of partnership was completed between two American pharmacists—Silas M. Burroughs and Henry S. Wellcome. Burroughs was the senior partner but died of pneumonia in 1895. Wellcome lived on until 1936 and made the major contribution to the company's growth and prosperity.

The main factor in their decision to set up on their own in the UK was "compressed medicines," the new method of presenting drugs which had been developed in the United States. In 1884 Wellcome coined the word "tabloid", a combination of "tablet" and "alkaloid", and registered it as a brand name.

Burroughs was an enthusiastic traveller and spent many years promoting company business overseas. In 1886 he established the first Burroughs Wellcome & Co branch—in Melbourne, Australia. Wellcome was determined to establish manufacture in England, rather than import from the US. The first factory was established at Wandsworth, but in 1889 a much larger site was acquired in Dartford, which has remained the group's main production centre.

By 1894 the Wellcome Physiological Research Laboratories had been established with the objective of producing

large quantities of diphtheria antiserum. In 1901 Wellcome had the premises in Herne Hill registered for experiments on living animals, the first laboratory attached to a commercial enterprise to be so registered. These laboratories were transferred to Beckenham, Kent, in 1921.

Wellcome built up a historical collection for which a museum was opened in 1932 in Euston Road, London, now the Wellcome Building and headquar-

ters of the group.

In his will, published in 1937 the year after his death, he arranged to put his business in the hands of a board of trustees who became the sole shareholders of the Wellcome Foundation Ltd. The Wellcome Trust, the name by which the trustees became known, is the largest British charity medical research.

The Wellcome principle was that all money made out of the company's operations in the relief of suffering and disease should be used to further the relief of suffering and disease. Between 1936 and 1979 the trust has distributed £56m, over half in the past 10 years.

Wellcome Foundation now trades worldwide with sales over £400m.

Sangers—origins in a 1780 pharmacy

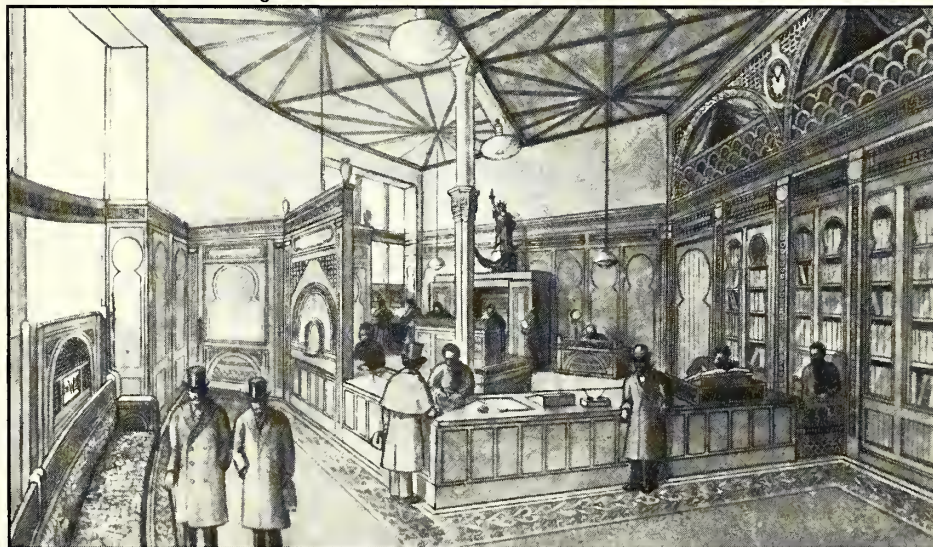
Two hundred years ago James Bacon, a pharmacist, opened a business at 150 Oxford Street, London.

He graced the pharmacy with the name of the Royal Patent Medicines Warehouse, and it became well known for its large stock of proprietary medicines. As he held sole distribution agency rights to some of these, he built up a profitable wholesale connection.

The pharmacy passed to his son William in 1790. About this time a young man from Wiltshire was apprenticed, John Sanger, who was born in 1767, the son of a farmer. He married the master's daughter and in 1809 purchased

Continued on p1140

Inside Snow Hill Buildings



Next time soon for a good tell them to tr



NEW. The delightful touch of Sarah Kay.



NEW. Kids will want a Woofit at bedtime.



NEW. An extended range of Satin Magic.



NEW. Luxury 'Super Velour' range.



Our famous puppet show.



Classic seller. The Radiant range.



NEW. Mr Chatterbox joins the Mr Men.

When one asks you for a good remedy, show them one of these.



Hot sellers.
Cosiwarm.



Checkmate.
A range that has stood
the test of time.



Another best seller. Floral Quilted.



Our Babiwarm collection.



As you can see, Mandelle have a bottle for everyone. Regardless of age.

You'll notice that we've made some changes this year and introduced new lines that we're confident will be hot sellers.

And we're going to help you sell those bottles with a national advertising campaign.

One of the other attractions of Mandelle hot water bottles is that they're all British and made to a strict British Standards specification.

This is your assurance that you're selling a safe hot water bottle.

Stock Mandelle. And get a peaceful night's sleep yourself.



Mandelle

The hot water bottle of your dreams.

For further information about Mandelle hot water bottles, please contact
Adrian Jones at Haffenden-Richborough Ltd., Sandwich, Kent. Telephone: 0304 617377.

To ensure that you get all the bottles you need this Winter,
now's the time to phone your wholesaler and place an order.

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Delman Sundries,
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Tel: 01-986 4416.

Sangers (All Branches) H.O.,
London W1.
Tel: 0492 77571.

Vernon Powell Ltd.,
South Croydon.
Tel: 01-681 6761.

Wains of Tunbridge Wells,
Kent.
Tel: 0892 21666.

Valley Sundries,
West Wickham, Kent.
Tel: 01-766 0900.

S.W.S. Sundries,
Felixstowe, Suffolk.
Tel: 039 42 77664.

Dennis E. Riches,
Hornchurch, Essex.
Tel: 0708 44155.

Unichem Ltd., (All Branches),
Morden, Surrey.
Tel: 01-540 3831.

Paul Murray Ltd.,
Eastleigh, Hants.
Tel: 042 15 68444.

Greenheys Sundries Ltd.,
Widnes. Tel: 051 424 1561.

East Midland Toiletries Ltd.,
Nottingham NG11 GLA.
Tel: 0602 812830.

Crosskill,
Norwich, Norfolk.
Tel: 0603 27101.

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Tel: 031 554 7551.

Hugh Reynolds,
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William Knotts (Ayr) Ltd.,
Ayr, Scotland.
Tel: 0292 65131.

Charles Steven & Co.,
Glasgow, Scotland.
Tel: 041 641 3073.

S. Haydock & Co. Ltd.,
Belfast.
Tel: 0232 812054.

Apothecary shop to a multinational

This year the Smith Kline Corporation celebrates its 150th anniversary, for it was in 1830 that John K. Smith opened his apothecary shop on North Second Street, Philadelphia, USA, from which small beginnings a multinational pharmaceutical company has grown.

Mr Smith built up a reputation for product purity and reliability in an era when this was the exception rather than the rule and the company prospered. Two factors influenced the future development. One was the decision to enter the field of drug wholesaling and the other was the presence of Mahlon N. Kline who had joined the company as a book-keeper in 1865 and was made a partner in 1868.

Rapid expansion followed the acquisition of several local drug companies. In 1883 a pharmaceutical laboratory was established, to be followed in 1886 by a small research laboratory. The name of French was added to Smith Kline when French, Richards and Co was bought in 1890. In 1893 an analytical department was set up—the first in the industry.

Mahlon N. Kline became chairman of the legislative committee of the National Wholesale Druggist's Association. He had for many years campaigned for higher standards in the drug industry and assisted Dr Harvey W. Wiley, chief chemist, US Department of Agriculture, in his 23-year struggle for stronger legislation for purity in food and drugs. In 1906 President Theodore Roosevelt signed the federal Pure Food and Drug Act which outlawed many of the patent medicines proliferating during the latter part of the previous century. When Mahlon N. Kline died in 1909, Henry B. French took over the leadership of the company, to be followed in 1921 by Kline's son, C. Mahlon. At this time the company was distributing 15,000 products, among them the Eskay range including Neuro Phosphates and Eskays' food.

SK&F formed

In 1929 Smith Kline & French Laboratories was formed as a separate company which concentrated on the research for and marketing of prescription specialities. One of the architects of this change was Francis Boyer who had been active in building up overseas markets for the company. He had entered into agreements with Menley & James Ltd of Hatton Garden, London, for manufacturing and marketing of some of the SK&F range.

Menley & James Ltd also had their roots in the US. In the 19th century Andrew Jackson White had acquired the



The Philadelphia shop, about 1875

rights to a patent medicine. Mother Siegel's syrup. Sales in the US boomed and in 1897 he came to England and formed a company, A. J. White Ltd, to manufacture and market patent medicines.

Gradually, as a result of the pressures which had precipitated the Pure Food and Drug Act in the US, the patent medicine boom declined and the company looked around for more "ethical" medicines, one of which was Iodex. The name Menley & James was chosen for the new company formed to manufacture

and market this and other medicines including, from 1927, some of the SK&F range.

In 1957 SK&F completed the purchase of A. J. White Ltd and its subsidiary Menley & James Ltd. The UK premises, by now located in Coldharbour Lane, soon proved too small and a new site was selected at Welwyn Garden City. The new factory and its research institute was opened in 1959. In 1977 the Frythe at Welwyn was acquired for a larger research establishment.

Smith Kline Corporation is today a billion dollar enterprise which has manufacturing and marketing facilities in all the major countries of the world. The headquarters is still in Philadelphia but in a new city centre development known as Franklin Plaza.

International business now accounts for half the total sales of the corporation. Besides human medicines it has fast growing animal health division and has diversified into ultrasonics for medical diagnostic and other uses. Recent acquisitions have added a strong presence in the contact lens and eye-care field.

And finally . . .

The year 1980 also marks the 50th anniversary of the Association of the British Pharmaceutical Industry. This organisation grew out of the Drug Club which was formed in London in 1891 to protect the general interests of the wholesale drug trade.

Sangers' 200 years

Continued from p1137

controlling interest in the business, changing the sign over the shop to Sangers (late Bacon's Genuine Patent Medicines Warehouse). By about 1875 the wholesale business had grown so much that the retail side was discontinued.

In 1881 the business moved to 489 Oxford Street, at which address the first known Sanger catalogue was issued in 1888. Growth continued and by 1906 still larger premises had to be found, this time in Euston Road. 1921 saw the opening of the Newcastle upon Tyne branch, and the acquisition of Osborne, Baur & Cheeseman, the makers of Glymiel jelly.

Sangers was registered as a public company on December 8, 1928, and two years later the second provincial branch was opened at Redcliffe Street, Bristol. The thirties were years of extraordinary growth, beginning in 1933 with the acquisition of Francis Newberry & Sons, founded in 1745 as booksellers, publishers and patent medicine vendors. In the same year May Roberts & Co were taken over, then in 1934 Sangers absorbed the Chemist Supply Co.

In 1935 the merger between Sangers and Thomas McMullan was completed and soon afterwards Sangers took possession of Southall Brothers. The following year the merger with Brooks & Warburton was effected, followed by the

acquisition of Goodalls of Leeds in 1937 and John Thompson in 1938.

The range of goods stocked by Sangers at the time was immense, and the "Bible"—as the company's catalogue was known—had 650 pages, detailing over 25,000 lines.

In the post-war years Sangers continued to grow mainly through wholesaling activity, but the early sixties marked a decline in the company's fortunes. From a record net profit of well over £1m in 1958, it declined to a net loss of £29,000 by 1964. Loss-making branches such as Newcastle, were closed down as were loss-making activities such as manufacturing and 1966 saw profits restored to £1m.

Further development began with the opening of small "ethical" only branches. In 1968 McMullans took the VG Franchise for its grocery division and Castle-reagh Agencies was formed.

The head office in Euston Road was sold in 1969, placing a considerable sum in the reserves for further expansion. Acquisitions in the early seventies were Evans-Gadd, Allied Drug and Cripps.

In 1976 an attempt was made to reduce the dependence on chemist wholesaling with a move into retail optics and by 1978 the areas of diversification represented over 25 per cent of the group sales.

Recently the group announced a reorganisation of company structure into Sangers Pharmaceuticals, Sangers Opticians and Sangers Photographic.

Take a fresh look at Baby Wipes and Cool Wipes.

Sales of Cuticura Wipes
will be booming this
summer.

- * Cool Wipes – National TV campaign starts July, plus 10p off next purchase pack.
- * Baby Wipes – Year-round advertising in major womens magazines and baby annuals (with over 3 million 10p off coupons).
- * Big value 70 tissue packs plus special promotional prices.

So when things start hotting up, stay cool.
Clean up with Cuticura Baby Wipes and Cuticura Cool Wipes.



Cuticura®

Cuticura Laboratories Ltd., Maidenhead, Berkshire.

WHAT DOES PROBLEM DANDRUFF TURN TO?

A significant number of people suffer from problem dandruff.

And instead of trying a cosmetic shampoo, they'll be turning to Tegrin.

For the simple reason that Tegrin will be the only shampoo coming across loud and clear as the medical solution to dandruff.

In a new and powerful press campaign

we'll be telling 80% of the potential market about Tegrin's clinically proven formula.

A combination of coal tar and allantoin that doctors often prescribe for the treatment of dandruff.

All you have to do is turn to our special trade promotions. They'll help you cope with the demand. Tegrin. The medical solution to dandruff.



Cosmetics companies are still creating problems for chemists

The National Pharmaceutical Association is not yet satisfied with cosmetic companies' relationships with chemists.

The NPA Board was told at last month's meeting that reports suggested Revlon had shown few improvements in their dealings with chemists since the public meetings with them last year, although in response to its protests the NPA had been informed of proposed plans for two exclusive promotions for independents on Charlie and Revlon mascara. The Board welcomed the move towards such promotions and decided to suggest to Revlon that their image among pharmacists could also be greatly improved by appointing somebody to look after relations and communications with stockists.

Mr Robin Vincent, Max Factor's managing director, had recently referred to his intention of arranging a series of meetings for NPA members and had said that one of his colleagues would be in touch with the office in the near future.

Mrs Lovell and Mr Tony Green, respectively Helena Rubinstein's newly-appointed sales and marketing director and national sales manager, had recently visited the office for discussions with members of the Board. The talk included a discussion about the situation which had developed following the merger with Coty. One unavoidable result had been to make a substantial reduction in the number of stockists, which Rubinstein regretted.

A number of specific complaints received from NPA members were discussed and the Rubinstein representatives undertook to "investigate each one, consider it sympathetically and write to, or otherwise contact, the member concerned."

It seemed clear to the Board that the Rubinstein management was anxious to heal the wounds that had developed during 1979. Among matters discussed were assistance with training for members and their staffs and the possibility of Rubinstein promotions exclusive to NPA member stockists.

Influenza vaccine

Welcome communications had been received from both Duncan Flockhart and Duphar that their policies for promoting and distributing their influenza vaccines would in future be directed towards creating prescriptions from GPs. Distribution would be through pharmaceutical wholesalers to chemists and also through their established industrial accounts which would continue to be serviced direct. No such announcement had been received

from Servier Laboratories who were known to be actively promoting their vaccine direct to doctors.

Drug newsletters. Information had been received about "drug newsletters" prepared and published by regional health authorities which were designed "to help clinicians and pharmacists interpret the extensive literature available on drugs and therapeutics by providing precise and up-to-date information." Complaints had, however, been received from members that two of the newsletters quoted prices for the drugs considered, and, on a superficial reading, created a misleading impression of the relative prices of the drugs supplied from hospitals on the one hand and pharmacies on the other. Ignored was the fact that the price from a pharmacy was all-inclusive whereas the hospital price took no account of overhead and other costs. Following local complaints, suitable changes had been made to one of the newsletters and the NPA would write to the other to suggest the adoption of a similar policy.

Advertising claims

After noting replies from one or two OTC manufacturers about the growing tendency to refer to "equivalent national spends" when quoting advertising expenditure, it was decided to warn members that such claims might mean that no advertising at all was being carried out in their particular areas. The PAGB would be asked to comment on "this new and potentially misleading trend."

Photographic code of practice. It was noted that the Office of Fair Trading had announced plans to monitor the code early in 1981. OFT would visit a sample of pharmacies and other photographic retailers to find out whether the staff were familiar with the code and to ask if the code was proving useful in practice. **Joint Industrial Council for Retail Pharmacy.** The Company Chemists' Association has appointed Dr D. H. Maddock as one of its three representatives on the employers' side to fill the vacancy caused by Mr W. P. Mallinson's resignation.

EEC pharmacy group. Mr Leslie Calvert (Board member, Leeds) was appointed a substitute member representing the NPA on the group to take the place of Mr R. G. Worby should the latter be unable to attend any of the meetings in Brussels.

Price marking labels. Despite the fact that it was no longer a legal requirement for members to include their names and addresses on price marking labels for the majority of OTC products, and that savings of about a third could be made

by switching to the use of labels incorporating a standard message such as "Support your chemist", the Board accepted the view of the business services committee that members, in the main, would prefer their merchandise to continue to be identified with the names and addresses of their pharmacies.

Baby milks. The Board was still pursuing with the DHSS the case for transferring the distribution of baby milks from clinics to chemists and NPA would circularise organisations represented on the working party with the latest correspondence on the subject and discuss with them the next steps to be taken.

Primary care survey

The Board decided to make the following points to the Department of Health which was conducting a survey into the provision of primary health care in Greater London:

1. That pharmacists be involved in decisions about the location of doctors' surgeries and the planning of health centres and group practices taken by Local Joint Consultative (Medical Practices) Committees.
2. That, subject to adequate remuneration being available, pharmacists be given a greater role in advising patients about the treatment of minor ailments and also that many medicines currently on the POM list be transferred to the pharmacy list to make them available for "counter prescribing".
3. That pharmacists be given greater responsibility in the fields of health education and the more straightforward patient screening tests such as blood pressure measurement, urine testing and pregnancy testing.
4. That the Department give urgent consideration to promoting the legislation necessary to enable the distribution of pharmacies to be planned, especially in the areas immediately surrounding health centres and group facilities.

Among other matters discussed were disposal of unwanted drug samples, a "buy British" campaign, the current marketing policy of the suppliers of Oral-B toothbrushes, Kodak's distribution policy, TEC certificate for pharmacy technicians, the availability of new-type automatic do-it-yourself blood pressure testing consoles for rental, Hollister stoma products, a DITB forecast into the future of the distributive industry and Home Office proposals for changes in Controlled Drugs security.

The Board also determined that representations should be made concerning the Government's proposals on sick pay (see *C&D*, June 21, p1058) and bargain offer claims (*C&D*, June 14, p1014).

□ A Family Doctor booklet on "Migraine and other headaches" is being published on July 1. The booklet (£0.40) is by Dr Marcia Wilkinson, medical director, City of London migraine clinic. Copies are available to members from the National Pharmaceutical Association, Mallinson House, 40 St Peter's Street, St Albans, Herts AL1 3NP.

PSNC's deal: nothing to shout about

The City and East London LPC simply cannot understand why the PSNC negotiators sound so pleased with themselves over the package deal concluded with Dr Gerard Vaughan on June 9. In the opinion of this committee the deal achieves virtually nothing that will safeguard the future of community pharmacy as we still know it.

Let us look at the five elements in the package:

1. *Review panel*: With its distinctly limited and intermittent role this panel cannot guarantee any new money for the balance sheet.

2. *New profit formula*: The Franks' panel was asked (or allowed) to assess pharmacists as ordinary retailers. This was a crucial error (or failure), as the resulting formula gives no financial recognition of the valuable health role performed by pharmacists. Moreover, in recommending this formula the panel assumed that outstanding claims with regard to (a) the percentage of notional salary paid (at present 81 per cent) and (b) the percentage of property costs reimbursed (at present 20 per cent) would soon be settled. This has not happened.

3. *Non-retrospective discount inquiry*: There is surely no real gain here as the inter-wholesaler war has caused (and is causing) much extra work and worry to contractors, while the discounts so far received have been arbitrarily assessed as equal to the whole of the £36½m back pay recommended by Franks.

4. *Short-term discount maintained*: "Notional pricing" introduced on June 2, 1980, is equivalent to a 3 per cent discount loss and means that discount advantages have all but disappeared for most contractors.

5. *Basic practice allowance*: This is a very modest gain and has to be set against the loss of discount advantage. It will not give even a semblance of protection to established pharmacies

against the activities of leapfrogers and does not begin to achieve rational location. All this means that the financial pressure on general practice pharmacy will continue to grow apace, making it increasingly difficult for it to provide the comprehensive pharmaceutical service which the community needs so very much.

To the City and East London LPC the PSNC negotiators sound more like spokesmen for the DHSS than representatives of hard-pressed GP pharmacists. Accordingly, it has no option but to disassociate itself from this euphoric rejoicing and it intends, if its contractors agree, to withhold future levy payments to the PSNC until their spokesmen identify more fully with the aims and aspirations of contractors and also explain in much greater detail the course of negotiations with the DHSS.

D. C. Evans

Chairman

City and East London LPC

The above is the text of a letter to PSNC—Editor.

Price protection

Xrayer seems to have got his lines crossed somehow when he refers to Mr Bond (*C&D*, June 14). You may recall that you kindly published my letter several weeks ago suggesting sending accounts to the DHSS and I must say that I have been a little disappointed that no one has offered any argument for or against the idea. However, now that Xrayer has brought the matter up again perhaps we may get some discussion on it.

Certainly something must be done to protect us against these huge price increases on "ethicals" every month. I am beginning to think that they are the biggest single threat to the viability of small pharmacies that there is—especially if local doctors order two or three months' supply regularly, as mine do. We cannot possibly carry enough stock of fast-moving items now that we have to pay our accounts so promptly to obtain a little discount.

I might add that Beecham/Bencard infuriate me every time they have a price increase by notifying me after the event. As they are prepared to publish and post

price lists to us they might consider giving a chance to "beat the increase" by posting them earlier or not bother at all.

I wonder how many of us will continue to use Amoxil for example when we can buy amoxycillin elsewhere?

G. E. Hewins

Selston, Notts

Xrayer was referring to Mr A. O. Bond's letter in our June 7 issue—Editor

The 'boat' people

I thought my colleagues, who kindly contributed to our film scheme for teaching English to the Vietnamese, might care to see these recent photographs of the Tran family who helped us with early films. (See pictures below)

The group, from left to right are Tam, Phuong, Quy and little Thanh (behind the sunglasses!). In the other one my wife is giving Phuong and Thanh an English lesson.

They have now settled into their own home in Wishaw and my wife and I have taken over a new family recently arrived from Hong Kong. We still keep in touch with Quy and his family and these photographs were taken in our garden when they spent a day with us some weeks ago.

Phuong now attends a primary school and is rapidly widening her knowledge of our language and able to converse with us quite fluently. Thanh is not yet old enough for school but is learning quite a bit from his sister. She is also picking up English songs, including hymns, from her school friends. On our last visit to them we were entertained to a lusty rendering of "Will your anchor hold in the storms of life", an old hymn familiar to former members of the Boys' Brigade.

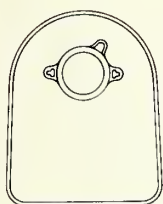
It was amusing and somewhat ironic to hear this sung, word perfectly, by a little Vietnamese girl whose parents could best be described as lapsed Buddhists. We sincerely hope her life will not present the "storms" she has experienced in her early years.

They have a nice little house which has been fitted out with second-hand furnishings donated and installed by local Church and Round Table organisations. They have kindly neighbours who have

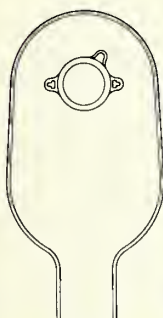
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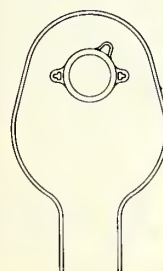
No wonder it clicks!



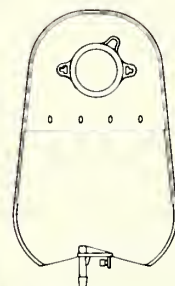
Ostomy Pouches
white



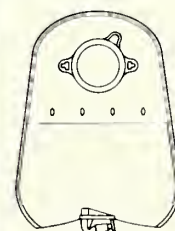
Ostomy Pouches
drainable
white and clear
standard size



Ostomy Pouches
drainable
white
small size

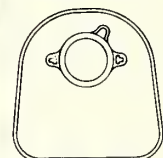


Urostomy Pouches
standard size

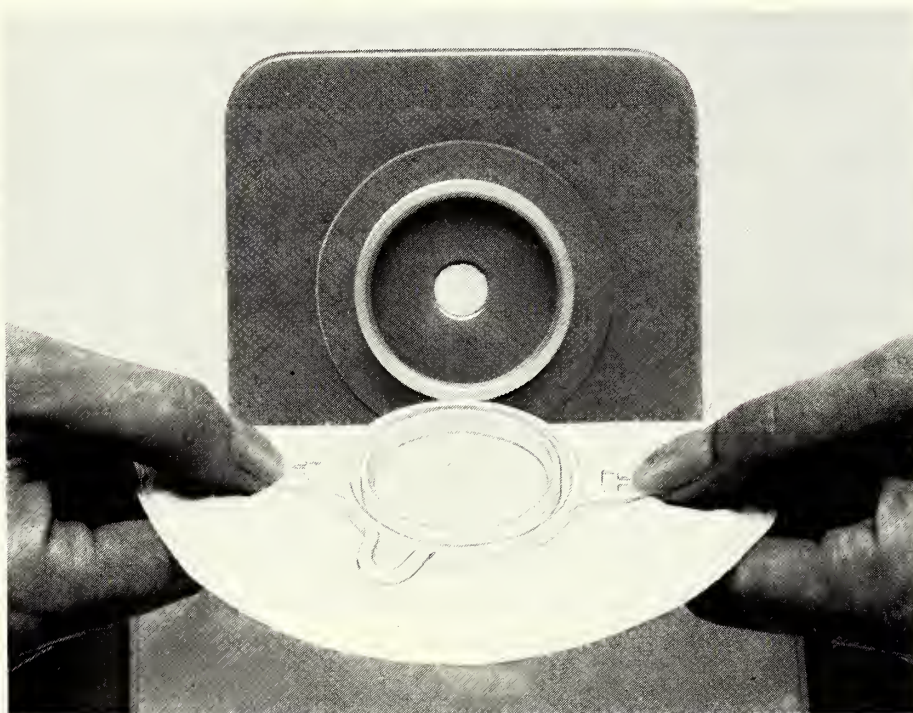


Urostomy Pouches
small size

A small change
for special
occasions



Activity Pouches
white



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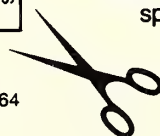
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LETTERS

Continued from p1144

received them into their little community in a most helpful way. Tam has planted their little garden with lettuce, flowers, etc, and keeps their home very neat and clean.

Our new family is a large one—a mother with three daughters and two sons ranging in ages from 14 to 22. They are a nice, happy family, keen to learn English and we enjoy working with them.

D. J. Coleman

Carnwath, Lanarks

BPC 1980

We are now receiving a steady flow of application forms for BPC 1980, despite the delay in first sending them out. Much of this delay was caused by us, but the trade union movement contributed to it handsomely. The new style forms seem to have been worth all the effort spent in their design by, Tony Banks, because errors are down dramatically on last year's total.

All the events and excursions are being evenly supported save the visit to Holy Island which is already near to being fully booked. Some queries have been received concerning city centre hotels we have quoted but for which we are not providing transport. These hotels provide good quality accommodation in the city centre but because of the one-way system in Newcastle it would be impossible for us to provide a transport schedule linking them with the University. It is not a keep fit ploy.

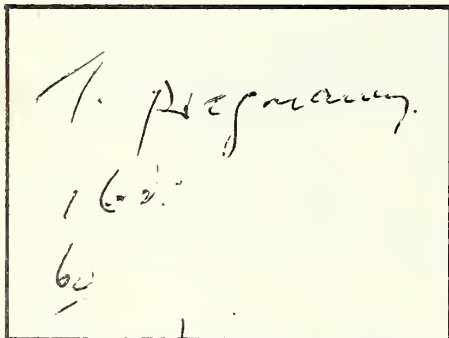
Another query is about Beamish Museum. Why have we listed two half days and not one whole day? The answer to this is that catering facilities are so limited on the site that it gave Margaret Atkins' excursion committee no choice. If visitors wish to view both halls and grounds, they should consider going on both excursions.

Further updating of information regarding bookings and events will be forwarded as it becomes available.

Brian V. Atkins

Member, BPC 1980 committee

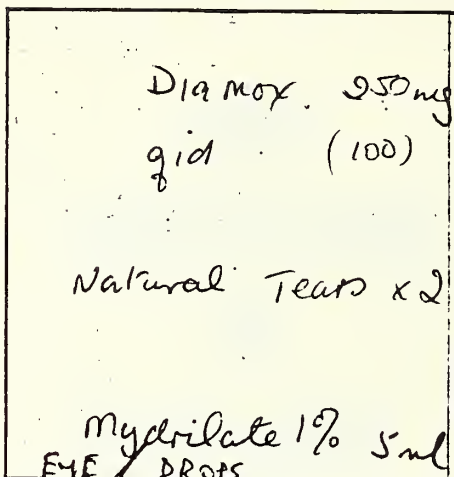
Pause for thought



More than a little light-headedness must have been needed for this prescription, which must qualify for the strangest yet. And can anyone suggest a wholesaler?

Floods of emotion

I was so overcome when I heard that the government was going to implement the Franks' report that I had no diffi-



culty supplying the second item on the enclosed prescription. The only problem is, who do I endorse as the manufacturer?

Merseyside subscriber

Tabs sulphadimidine

It is unfortunate that your reader, D. Thorpe of Gosport, Hants, did not contact APS in his search for sulphadimidine tablets (*C&D*, June 14). We have these available from stock and would be pleased to supply any retail, wholesale or hospital pharmacies requiring them.

While a handling charge is normally levied on orders under £25 in value, we would be pleased to waive this under the circumstances described by Mr Thorpe. Approved Prescription Services Ltd may be contacted at Whitcliffe House, Whitcliffe Road, Cleckheaton, West Yorkshire BD19 3BZ (telephone: 0274 876776).

Keith B. Hemingway

Managing director

APS Ltd, Cleckheaton

Mr Thorpe has asked us to thank those pharmacists who offered supplies—he now has sufficient for current needs. Tabs sulphadimidine are no longer in Part V A of the Drug Tariff—Editor.

Babymilk has effect on hormone levels

Six-day-old infants have significant differences in the release of gut and pancreatic hormones in response to feeding and in the base levels of these hormones, depending on whether they have been breast or bottle-fed—according to a report published in a recent *Lancet* which compared 43 normal breast-fed infants with 34 normal bottle-fed infants.

Two explanations are postulated to account for the differences. One is that the reduced milk intake in breast-fed infants during the first days of life while lactation is being established could be responsible. The other is that differences

in composition between the milks are sufficient to cause a different stimulus in alimentary hormone release. The authors recommend that since their study relates to six-day-old infants, further work is needed to see if the differences persist.

OTCs and migraine

Eighty-four per cent of people self-administering drugs for migraine obtain a reduction in the severity of their symptoms. However only 73 per cent of those taking prescribed drugs obtained a reduction in severity. These findings emerged from a field study on migraine supervised by Dr David Stevens, consultant neurologist. Dr Stevens emphasised, however, that people taking proprietary medicines tended to exceed the stated dose. Another result was that 83 per cent of migraine sufferers obtained relief from non-drug treatment such as going to bed in darkened rooms and applying hot or cold flannels to their heads.

The study was in the form of interviews on a set questionnaire. A total of 3,548 people were interviewed, the field work being carried out by Communications Research Ltd. By extrapolating the results to the whole population, it was concluded that about six million people in the UK are suffering from migraine. Of these an estimated 4.14 million have over seven attacks a year and an estimated 5.3 million have attacks described as ranging from severe to almost unbearable.

Of the migraine sufferers interviewed, 21 per cent had not contacted their doctors, even though they were suffering from severe headaches, and about a half of the sufferers thought that doctors knew of effective treatments.

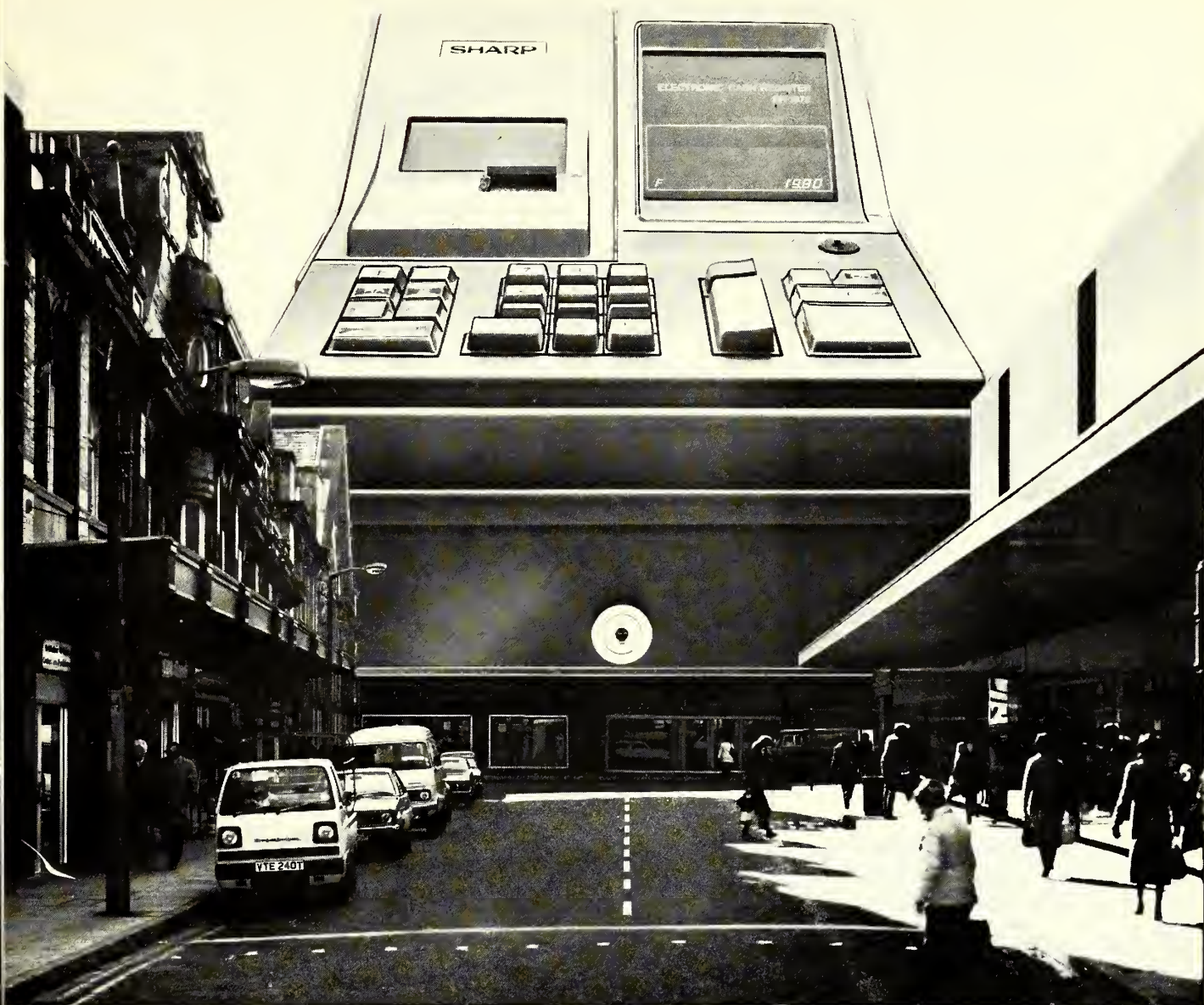
Wellcome exhibit

A specimen of interferon is included in a small exhibition in the Science Museum, London, entitled "Henry Wellcome—Pioneer of Portable Medicines". The exhibition includes medicine chests prepared for Mount Everest expeditions and the Scott Antarctic expedition in 1910. The more recent conquests are represented by samples of Marezine (Marezine), Actifed and Pseudofed which accompanied the moon astronauts.

The exhibition was opened by Mr A. J. Shepperd, chairman, Wellcome Foundation Ltd, on June 19 for a period of six months.

Insulins chart

The third edition of the Insulins Chart prepared by the Drug Information Centre at the London Hospital is now available. It includes the latest group of new insulins and gives information on colour coding, strengths, manufacturers, animal origin, preservatives, physical state and pH. Copies (£0.25 plus postage) from the centre, London Hospital, Whitechapel, London E1. Cheques payable to The City and East London Area Health Authority.



Sharp sell more electronic cash registers than anyone else.

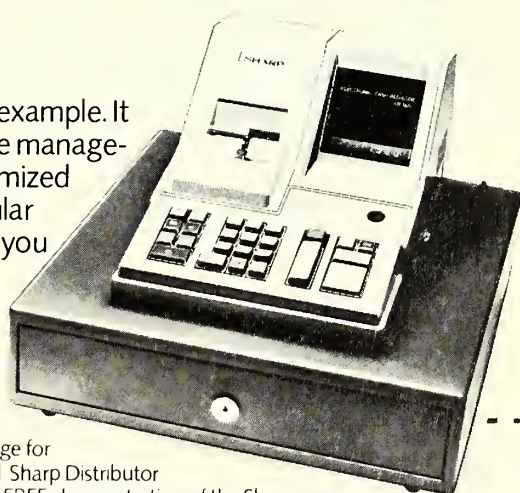
It may come as a surprise to know that Electronic Cash Registers designed and manufactured by Sharp outsell every other make. Retailers all over the country are discovering that the Sharp range, with its nationwide service, is the best there is.

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This is true for all the range, which has been specifically designed to meet any retailing requirement.

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24's	49p	£8.19
60's*	89p	£7.435
120's*	£1.31p	£5.49
▲ ASPRO CLEAR..... 4's	15p	£3.52
16's	46p	£3.60
30's	76p	£5.945
▲ RENNIE..... 12's	19p	£4.60
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50's	56p	£4.44
100's	82p	£6.605
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(all 3 fragrances) Large	76p	£3.035
RADOX SHOWERFRESH..... 175ml	£1.22p	£9.55
(all 3 fragrances)		
TRUGEL..... 75ml	80p	£5.845
DIP..... 300ml	69p	£5.40
ACCOLADE..... 200g x 2 dozen	£1.47p	£23.30
200g x ½ dozen	£1.47p	£5.825
CONFECTIONERY		
WHISTLING POPS..... Singles	9p	£3.085
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Contraceptives (x 1 gross)	Cost	Retail Value
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SETTABELLO — lubricated	£3.30	£47.40
SUPER SETTABELLO — top quality condom	£3.60	£16.00
GRAINLET — unique ripple effect	£6.25	£45.60
RONY WRINKLE — rippled from top to bottom	£5.40	£26.40
ZERO 'O' — rippled and lubricated	£5.40	£31.20
MARONY — sensitive lubrication	£5.40	£21.60



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Leasing equipment: mystique dispelled

In the June 7 issue of C&D we carried a feature discussing the pros and cons of car leasing—and some obvious advantages of leasing in general became apparent. In this article Andrew Baxter, commercial director of Maidenhead Finance Ltd (an associate company of the Northfleet Group), takes "the mystique" out of leasing retail display equipment.

The subject of leasing is bound up in many retailers' minds with a host of myths and misconceptions. "It's that method of financing which is so much more complicated than hire purchase or a loan or outright purchase," is a commonly held view. "And you never own the equipment," is another popular statement put around by those who miss the essential nature of leasing. And yet leasing is a major growth area in the UK—for today's retailers, it offers a method of financing capital expenditure with many attendant benefits.

Leasing gives you freedom

"I should have done it years ago!" That was the reaction of one independent retailer who, after 10 years, decided to refit his shop by leasing the necessary display equipment. "Although I could have put the cash down for a loan," he stated, "I preferred to put that money into stock. Leasing gave me that freedom."

Many retailers will say that they recognise the value of engaging a professional shopfitter or undertaking a refit, but that the capital cost of such an exercise rules the project out of the question. But can any retailer afford to stand still in today's competitive business environment? Customers are demanding higher standards, more choice, attractive merchandising, pleasant shopping areas and efficient service. At the same time retailers should be looking for increased profits—in real terms—by making their shops work harder for them by developing their premises to their full potential.

What is leasing?

So what exactly is leasing? Officially, it can be described as "a contract between a lessor and lessee for the hire of a specific asset selected from a manufacturer or vendor of such assets by the lessee. The lessor retains ownership of the asset. The lessee has possession and use of the asset on payment of specified rentals over a period."

In other words it is a means by which one may benefit from the use of equipment without actually owning it. You pay an agreed rental to use that equipment for a specified period of time and have exclusive use of the equipment during the whole term of the lease.

It is important, therefore, to appreciate that leasing is basically a means of financing the *use* rather than the *ownership* of an asset. It is from this essential feature of leasing that its characteristic

advantages arise. Let's consider some of those benefits:

☐ By leasing you avoid having to pay out capital on depreciating equipment. On a loan, you would probably have to pay 20 per cent of the total cost of the asset in cash. With a lease, there is no deposit, but monthly repayments.

☐ Leasing leaves your capital free to invest in stock and pay for the day-to-day costs of your business, or for financing other forms of business or personal investments.

☐ A reputable finance company (the lessor) will have guaranteed funds available for credit-worthy customers. This avoids any time-consuming search for funds, irrespective of the prevailing economic climate.

☐ Monthly rentals are wholly allowable as an expense against your business. Thus the gross cost of the rental is reduced by an amount dependent on your rate of tax.

☐ Once accepted, the length of the lease is fixed and cannot be altered or withdrawn by the finance company.



The Showrax guide to leasing, free from Northfleet at Tower Works, Lower Road Gravesend, Kent DA11 9BE

☐ The net amount of the lease payments is fixed and cannot alter, even though interest rates might rise. Leasing therefore enables you to know exactly what cash outlays are going to be. By its very nature, leasing is "inflation proof". The use of the equipment is obtained immediately but payment for it is out of future earnings at a fixed amount, with the real cost falling with each year of inflation.



Andrew Baxter, Maidenhead Finance Ltd

☐ Increases in profits resulting from your refit should cover the leasing payments. Thus, for the period in which you have to pay for instalments, your refit may mean no net cash outlay at all.

The procedures for entering a leasing agreement are generally simple and usually involve nothing more than completing an application form supplying the name of your bank and two trade references. If the business is new, you will be required to forward the name of your accountant and solicitor. Other guarantees will be necessary in the case of some limited companies or for purchases with a large order value.

Tax relief

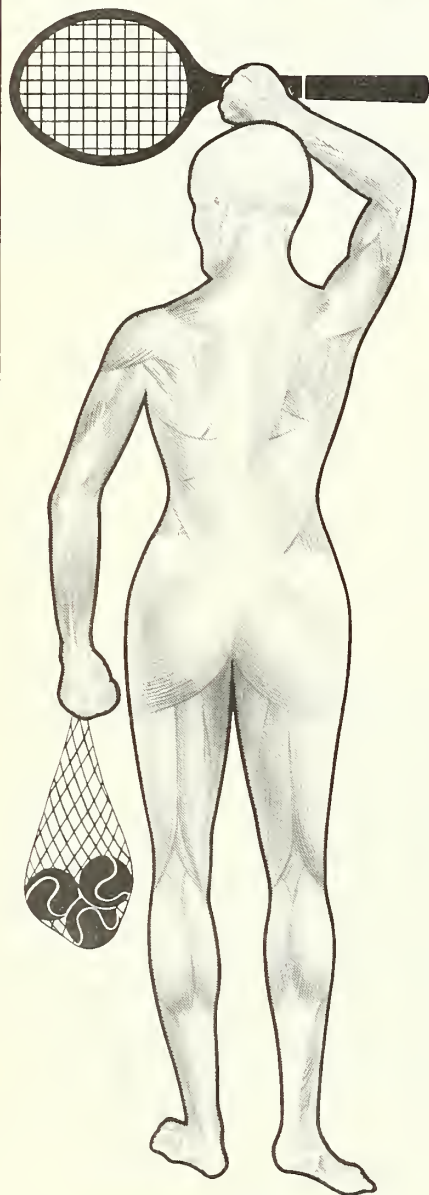
All lease payments are allowed against tax as a business expense. Thus the true cost to the lessee of the lease payments is reduced by his highest rate of tax. For example, if the lease payments are £500 (net VAT) per annum, and your highest tax rate is 40 per cent, then the lessee will get tax relief of £500 x 40 per cent, which is £200. The actual cost of lease payments is therefore £300 p.a.

The same will apply whether the lessee is a sole trader, a partnership or a limited company, although in the last case the corporation tax should be taken into the calculation.

Apart from making monthly payments, the lessee is also responsible for the maintenance and insurance of all equipment acquired through a leasing arrangement—there are no further obligations upon the lessee.

Terminating the lease is a matter which can vary from one finance house to another. However, in most cases, it is possible to assign the lease to the new proprietor or terminate the arrangement. In the latter instance, my own company will make a settlement discount on outstanding payments and assign ownership to the new proprietor on payment of the agreed amounts. Here it is likely that the lessee would ask his legal adviser to make the necessary arrangements.

Anyone for Radian?



Every Wimbledon, Radian-B and Radian Massage Cream is supplied to the players

On the court, the pit, pat of ball and racquet.

In the dressing rooms, the pit, pat of Radian being massaged into tired muscles.

Radian-B

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RELIEF WHERE IT HURTS

WESTMINSTER REPORT

Small businesses

Michael Heseltine, Secretary for the Environment, has set up a group of representatives from central and local government to review the role of local authorities in assisting industry and commerce, particularly small businesses.

In a written answer to a Commons question from Charles Morrison last week, Mr Heseltine stated: "I have recently consulted the local authority associations and they have agreed to take part with officials in an urgent review with the following terms of reference: To consider the means and powers currently employed by local authorities to foster industry and commerce and to encourage private sector employment within their boundaries, paying special attention to small firms, and to report, in the light of relevant national policies, including those concerned with competition and incentives for particular geographical areas as well as the Government's stance on public expenditure and its international obligations, on the most appropriate fields of action for local authorities, and on any implications for legislation."

The Secretary has asked for the group's report by the end of July. Contributions from outside bodies to the group's review should be sent to the group's secretary before the end of June in Room 908, Becket House, Lambeth Palace Road, London SE1.

Move on generics

Mr Aspinwall asked the Secretary for Social Services in the Commons last week if, in view of the savings to NHS of £24 million per annum that could be made by prescribing the generic chemical name of a drug rather than the brand name: "he will seek powers to require general practitioners to prescribe drugs by their chemical name; and if he will make a statement."

Dr Vaughan replied that the way in which a doctor prescribes is a matter for each doctor to decide in the light of the individual circumstances of his patient: "Under his terms of service he is obliged—where he considers that drug therapy is the proper course of action—to prescribe the appropriate form of medicine for his patient's treatment."

He stated that cost comparison charts indicating the relative cost of alternative forms of drug treatment, both by generically named products and brand name versions—were supplied to doctors. Also that a completely revised edition of the British National Formulary, expected to be distributed to all prescribers in the NHS early next year, will also contain information about the relative prices of preparations.

He also hopes to be able to have

discussions soon with representatives of the medical profession on "various aspects of prescribing, not limited to the one mentioned by my hon. Friend, in order to identify ways of encouraging effective prescribing."

Dr Stoppard writes on healthcare

Pharmaceutical industry managing director Dr Miriam Stoppard advocates using simple, pure and inexpensive cosmetics in her recently-published book "Healthcare". "If baby lotion is good enough for baby skin, it follows that it should be good enough for adult skin", she writes. She also says that only a fraction of the price paid for expensive cosmetics actually goes on the cosmetic—glossy advertising and extravagant packaging inflate the price of the product.

Dr Stoppard is managing director of Syntex Pharmaceuticals, although she is relinquishing her position and retiring from active business life at the end of July. Her book is described as a guide to becoming and staying healthy and the comments about cosmetics are taken from a chapter entitled "The beauty game". Beauty advertisements are seducing the public on the basis of an unproven claim, she says, and the quality of the skin and its predisposition to acne, wrinkles, or other defects is genetically determined.

However, beauty routines are a good thing, she says, and skin cleansing is fine, although not necessarily with a specially-designed cleanser. Mild baby soap is recommended for oily skins and baby lotion for drier ones. Dr Stoppard also mentions moisturising and says applying a greasy film to trap the water is by far the most efficient way.

The rest of the book includes chapters on how the body works, the importance of diet and exercise, keeping a healthy heart and chest, preventive medicine, cancer and how not to mistreat your body. It also features an A-Z of common medical complaints and treatment.

In a recent *Sunday Times* article Dr Stoppard said she wanted to "take on the medical profession" and "demystify medicine". However, her book contains some curious assertions. For example, she writes that Whitfield's ointment is available only on prescription and that nystatin tablets are given orally to treat athlete's foot. Fizzy vitamin C tablets and honey in warm water are described as hangover remedies, despite the many references concerning lack of scientific evidence to support such claims. "Healthcare" is published by Weidenfeld and Nicolson (£6.95).

Decimal coins which at the moment bear the wording "new pence" are to become plain "pence" as soon as the Government can put through the necessary legislation it was announced recently in the Commons. The Government believes the danger of confusion with pre-decimal pence has now passed.

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28 June 1980

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CD28/6

Business and government must work together

The success of business and the style of government are closely connected, said Mr Robert F. Dee, chairman and chief executive officer, Smith Kline Corporation, last week.

Speaking at a lunch of the UK-American Chamber of Commerce in London, he attacked the level of bureaucratic interference in industry. In 1981, the US Government would operate a \$614bn budget, of which \$43bn would be spent on printing, processing and storing federal forms. Filling out the forms would cost business \$72bn.

Federal bureau sent out more than 9,800 forms each year and more than 856 million responses were mandated under penalty of law, said Mr Dee. A recent one-year study showed that Congress passed 404 laws and the regulatory agencies turned out 7,496 new and amended rules and codes—an average of more than 20 new laws each day of the year. "All of this activity, all of these people, all of these laws, all of this paperwork does not all one iota to American productivity. But it does add to the costs of American products".

The result of over-regulation had been a slowdown in America's productivity—thus putting it below the UK, Japan, France, Germany, Canada and Italy.

Deficit financing

A policy of deficit financing by government had produced double-digit inflation and the American tax burden had grown even faster than inflation.

The British, however, had had "the good sense to shake off years of equally miserable government. I pray that you will achieve the open countryside of fiscal sanity".

Mr Dee saw reason for hope during the 1980s. "For decades, the expectations of people in many countries have been frustrated by poor governance. There are signs of reaction. We are seeing a growing dissatisfaction in the democracies with government obesity. I call this 'the corpulent connection'. I sense that the people of the democracies are in favour of a strict reducing diet".

Mr Dee cited recent developments in Britain, Sweden, Italy, France and Germany as evidence of the change of direction.

"My assessment is that the thinking, feeling and acting segment of American society is calling for governmental withdrawal in fields where the private sector is more competent. And government is responding, though slowly".

At the end of April, the White House issued a 172-p report on 138 regulatory reforms, ranging from the energy department's decision to decontrol the price of domestic crude oil to the removal of 42 pages of social security regulations.

"The inspiration for this report was no doubt political, but it shows the right spirit.

"I can sum up the situation in America by saying that the public is demanding less government. Business is insistent on less government. Congress understands the public mood. In my judgment, we can expect slow but definite change, and less tension between US government and US business.

"We must act. And that means all of us. We have a heritage to be proud of. We have a heritage to protect. If that heritage is endangered, it must not be because we—all of us—lacked the moral courage to speak our minds".

Role of OFT 'will not greatly change'

Mr Gordon Borrie, director general of fair trading, feels that the main purpose of the Office of Fair Trading in the 1980s will not be greatly changed: "The forms in which problems arise may not be the same, but at the end of the day—unless there is some quite remarkable change in human nature—the need to help ensure fairness in trading will remain."

Commenting in the OFT's annual report, published last week, he continues: "Too frequently, competition policy is presented as a burden imposed by Government on long-suffering management for the benefit of the consumer. In fact, the instruments of competition policy are, more often than not, used to protect other industrialists and traders from those who have market power and are intent on abusing it.

"While we need to be certain that competition policy is never allowed to become an end in itself, it has a positive role to play in encouraging market structures and forms of competitive behaviour which are likely to stimulate UK firms to produce goods and services demanded at home and abroad at the least possible cost in the use of scarce resources. There is no evidence to suggest that monopolistic behaviour is more likely to lead to the improvement in efficiency and productivity that the UK economy so desperately needs in the 1980s."

Growth in mergers

The report shows a growth in merger activity, the registration of 246 restrictive agreements and the receipt of 348 complaints about the effect of monopolies on the supply of goods and services. The Office's investigation into the supply of tampons, referred to the Monopolies and Mergers Commission in March 1979, is expected to be complete by August. In a look back at the past decade and a forward look at the 1980's, Mr Borrie sees the general trend of the 1970s as having

been one of increased concentration and a growth in merger activity—particularly diversifying mergers. He sees this trend continuing into the 1980s with the economy dominated by a relatively few large, diversified and often multinational enterprises, and with individual markets remaining highly concentrated.

Refusal to supply

During 1979, complaints were received from 28 traders about suppliers discriminating against them or refusing to supply because of their discounting—the complaints covering a wide range of goods including photographic equipment, cosmetics, furniture, clothing and electrical goods. In some cases, the OFT say they were able to get suppliers to resume normal trading with the complainants.

Following an Order made in 1976, which made it illegal for shops to display notices using such phrases as "No money refunded" or "No refunds on sale goods", the OFT collected information about the continued use of such notices and have concluded that the vast majority of retailers are complying with the Order.

"Annual report of the director general of fair trading, 1979." (HMSO £4).

Inflation advice from DITB

The Distributive Industry Training Board's booklet "Mind Your Own Money" (£1.50) which examines the effects of inflation on the operating areas of business, has been amended and reprinted.

The booklet looks at each operating area in turn and suggests various courses of action to help mitigate the effects of inflation. The aim of the book is to: "help the non-accountant businessman examine the problems of inflation in everyday operational terms and do something about them".

The DITB says the suggestion made are not new and most would apply even if there was no inflation: "but what was previously good business practice may now be a matter of survival".

Mr Kevin Mott, MPS, of Alton, Hants, accepts two return tickets to Australia and a cheque for £250 from John Norrington, Unipharm's sales and marketing executive—the result of winning the recent display competition run by Slimgard

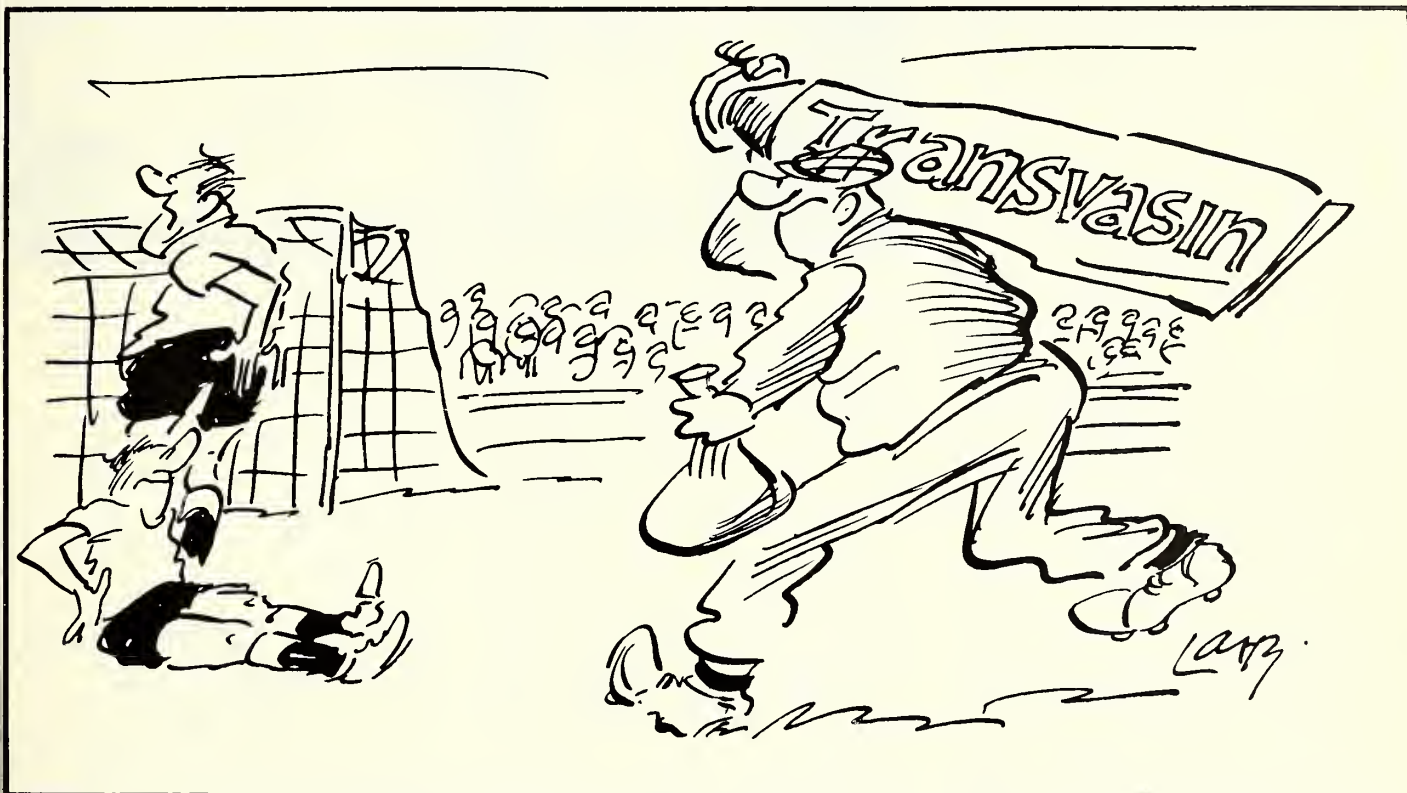


TRANSVASIN GIVES PHARMACISTS A SPORTING CHANCE

This year Transvasin gives you a chance to see a top event in one of the following sports. anywhere in the UK. Perhaps you have always longed to go to Wimbledon or follow the players round The Open. Or is the Lords Test more your style?

Whichever one you choose we shall arrange, for the winner's travel, accomodation and two tickets. All you have to do is watch.

Think of a caption, using the name Transvasin, to this Larry cartoon.



Caption
Name
Address

Favourite Sport (Please tick)

Tennis
Football
Rugby
Horse Racing

Cricket
Squash
Athletics
Golf

Motor Racing
Show Jumping
Badminton
Sailing

Put the following points about Transvasin formulation in order of importance.

ORDER OF IMPORTANCE

A. Transvasin contains tetrahydrofurfuryl salicylate to provide rapid pain relief where it is needed.

☐

B. Transvasin combines fast acting and long acting nicotines to promote a comforting feeling of warmth in the affected area.

☐

C. Transvasin contains benzocaine to take the pain out of application to bruised and tender areas.

☐

RULES

1. The competition is open to all retail pharmacists in the UK, over the age of 18 except employees and families of Reckitt & Colman and their agents.
2. All entries must be made on official entry forms.
3. The prize will be awarded to the competitor who in the opinion of the judges provides the best caption to the cartoon and places the three attributes of Transvasin in the correct order.
4. Responsibility will not be accepted for entries lost, delayed, or damaged in the post. Proof of posting will not be accepted as proof of delivery.
5. The judges decision is final.
6. The winner will be notified by post by 31 August 1980.
7. Copies of the winning entry will be available on request to those enclosing a SAE to the address at left, after 31 August 1980.
8. Closing date for entries is 7 August 1980.

Send entries to:-

Transvasin Sporting Chance Competition,
27a Medway Street,
London SW1P 2BD.

Productivity must rise, say Boots

Productivity must be improved if Boots are to improve real profitability, warns Sir Gordon Hobday, chairman, in their latest annual report.

Gains in productivity are below those needed to pay for the increased costs of running the business he says: "We have achieved some productivity improvements during the year but not enough to outweigh the inflationary increases in wages and salaries and so the downward trend of real profitability has not been reversed."

Despite this situation Sir Gordon expressed faith in the present financial state of the company and promised a continuation of their investment policies, although he also warned that these policies would be reviewed "if the Government's measures do not have the desired effect".

For the year ended March 31 1980, Boots recorded sales of £1202.1 million (£1038.8m in the UK)—up 14.2 per cent, from £1053.0m in 1979—while pre-tax profits rose by some 7.3 per cent to £121.3m against £113.0m in 1979. Capital expenditure was up by £5.6m to £61.8m. But Sir Gordon's warnings are echoed in the current cost profit and loss account (in which certain adjustments are made for inflation) which shows pre-tax profits declining from £96.8m to £88.9m.

Retailing had a "difficult year", the 18.8 per cent increase in sales matched by only a "modest improvement in profits". The number of prescriptions dispensed decreased by 3.5 per cent and Boots



A £1.1m tabletting plant, "believed to be among the most advanced in Europe" has been officially opened at Richardson-Merrell Ltd, Skelmersdale, by Sir George Young, Under Secretary for Health (centre). The 10,000 sq ft plant is an extension to their manufacturing and warehousing facilities, the full range of Merrell tablets will be manufactured at the new plant. With Sir George are Mr B. Moore, director of manufacturing (left), and Mr G. Brady, director of quality assurance

say the cost of providing the service has continued to increase rapidly. Nonetheless selling space increased by 22,000 sq m over the period and the current investment programme involves some 60 shops—including new large stores at Warrington, Bromley, Chester, Gloucester, Basingstoke, Poole, Kensington and Newbury. Future expansion may, however, be curtailed as the anticipated profit growth in new shops is slower than expected.

Pharmaceutical marketing in the UK was up 7 per cent, Brufen and Froben

having maintained their market shares, with Prothiaden "continuing to make progress". Boots say new product work is continuing and "many new products are in the pipeline".

McConnochie parts from Jackel UK

Corporate changes have been announced by Jackel International (formerly Jackel & Co Ltd). After 26 years building the Jackel Group in the UK, Australia, Hong Kong and latterly in the United States, Mr Graham McConnochie has relinquished his responsibility as chairman of the Jackel Group to John Oakshott, presently managing director of Guinness Morison International Ltd, the company which purchased Jackel from Mr McConnochie on behalf of their parent Arthur Guinness Son & Co Ltd.

The management change will also result in the separation of the activities of Jackel in Great Britain from those in the United States and Australia/Hong Kong. Mr McConnochie has accepted a new appointment with Guinness Morison as chief executive for the development of Guinness' non-brewing activities in Australia and parts of South-east Asia, and will be based during the initial period of surveying the market in Sydney, Australia, from August 1.

Heinz operation

A new operations team has been created by Heinz "in order to integrate the strategic and executional trade roles."

The marketing and sales division will be renamed marketing and trade operations division. Within this a new department will incorporate the previously separate trade marketing and home sales.

Colin Chamberlain, general manager

Innovation risks must be balanced

Even a "belt and braces" approach to the testing of new medicines cannot ensure their safety, according to Professor George Teeling-Smith. He is the author of "A question of balance: the benefits and risks of pharmaceutical innovation"—a report published this month by the Office of Health Economics which argues that many of the animal tests now demanded by government authorities before the introduction of a new medicine are both unscientific and unnecessary. It also states that it is important to look at the balance between the responsibility taken by the pharmaceutical companies and that taken by the government regulatory bodies.

Another threat to the future development of new medicines comes from unbalanced public attitudes to safety issues. It is rarely pointed out that over a quarter of a million child lives have been saved in Britain as a direct result of modern medicines since the 1940s. That is more than 500 child lives saved for each thalidomide victim. The report does not try to minimise the thalidomide tragedy but argues that on balance the discovery of new treatments have done

incomparably more good than harm. Risks from the use of medicines were much more commonly accepted in the past than they are today, the report says. Barbiturates, for example, were much more dangerous than benzodiazepines but it is the latter which have come in for so much recent criticism.

Looking to the future, the report sees prospects for both optimism and concern. First, there is the prospect that improved surveillance of the use of new medicines after they have been introduced could help to minimise future risks but this post marketing surveillance will add to the cost of developing new medicines.

There is also the possibility of strict liability being introduced for medicines and the report says: "this will tip the balance still further towards an excessive emphasis on safety at the expense of overall progress." A centrally-financed scheme is suggested to compensate victims, which would be reimbursed by the individual manufacturer only if he had been at fault. The report is available from OHE, 162 Regent Street, London W1R 6DD (price £1.50).

home sales, is appointed general manager—trade operations reporting to Roy King, director of the new division.

Briefly

Dales Pharmaceuticals Ltd are moving to a new purpose built factory at Skipton from their Steeton address. From July 7 the address will be: Snaygill Industrial Estate, Keighley Road, Skipton BD23 2RW, North Yorks.

Sangers Ltd have ceased trading at their Middle Road, Park Gate, Southampton depot. The premises will be totally vacated by July 31 1980 and the company wish all licences and agreements to be terminated on that date.

F. Squibb: From June 30, 1980, the London-based operations of the following companies: E. R. Squibb & Sons Ltd, Squibb Europe, Squibb Eastern Europe, Squibb Surgicare Ltd, Fair Laboratories Ltd, will be re-located to: Squibb House, 141 Staines Road, Hounslow, Middlesex TW3 3JB. Telephone 01-572 7422. The address and telephone number for the manufacturing and sales service operations of the above-named companies at the Moreton, Merseyside site, remain unchanged.

Appointments

British Paper & Board Industry Federation: Mr Derrick Croxon, managing director of Kimberly-Clark Ltd, is president-elect 1980-81.

Scottish Fine Soaps Ltd: Mr Bob Cross has been appointed to be responsible for their total sales operation. He has recently left Jean Sorelle Ltd.

Dylon International Ltd: Mr John Hudson has been promoted from area sales representative, in the northern region, to special accounts executive. Mr Bruno Heller has been promoted to regional sales manager for the south and eastern region.

Kirby-Warrick Pharmaceuticals Ltd: Mr David Fleet, MPS, is appointed plant director. Mr Fleet attended the School of Pharmacy in Liverpool and having qualified joined Ward Blenkinsop in 1966 ultimately becoming production controller. In 1975 he went to Ghana as general manager of Major and Co (Manufacturing) Ghana Ltd, the largest pharmaceutical company in that country, and a year later he was promoted to technical director. In 1978 he was invited to join Kirby and moved back to the UK prior to the merger with Warrick.

COMING EVENTS

Monday, June 30
Mid-Glamorgan Branch, National Pharmaceutical Association, Hawthorne Leisure Centre, Fairfield Lane, Rhydyfelin, Pontypridd, at 8 pm. Annual meeting.

Tuesday, July 1
Worthing & West Sussex and Brighton & Hove Branches, National Pharmaceutical Association, Beach Hotel, Worthing, at 8 pm. Mr Peter Boardman, assistant secretary, PSNC, and superintendent, Central Checking Bureau, on "Current pricing difficulties".

Wednesday, July 2
Sheffield Branch, Pharmaceutical Society. Beauchies Hall, Sheffield, at 8 pm. Strawberries and wine.

MARKET NEWS

Some vitamins down

London, June 25: From the beginning of July the schedules for most of the vitamins are being reduced (ascorbic acid is an important exception); the new rates are given below. Some manufacturers of other pharmaceutical chemicals have made changes to their prices recently. Among others the items affected include ether iodides, bromides, mercurials, barbiturates and sulphonamide derivatives.

All sectors of the market have been extremely quiet during the past week. The interest in peppermint oil noted in last week's report fizzled out. Elsewhere in oils, the only item worthy of note was a substantial reduction in sandalwood oil by the Mysore Government. For several weeks the spot market in London has been offering the oil at well under the price quoted by Mysore.

Among spices, pepper and cloves were easier in the forward position. Turmeric was firmer on the spot and also fenugreek seed for shipment.

Pharmaceutical chemicals

Amylobarbitone: Less than 100-kg lots £17.81 kg; sodium £19.39.
Biotin: Crystals £5.84 per g; in 10-g lots.
Bromides: Ammonium, potassium, sodium, per metric ton in 50-kg lots £970; 250-kg lots £920; 1,000kg £890.
Butabarbital: Acid £23.65 kg; sodium £25.25 kg in 40 kg lots.
Butobarbitone: Less than 100 kg £21.47 per kg.
Calcium carbonate: Light precipitated BP £260
Calcium pantothenate: £7.54 kg in 25kg lots.
Dexpanthenol: (Per kg) £11 in 5-kg lots.
Dextromethorphan: £154 in 5-kg lots.
Ether: Anaesthetic: BP 2-litre bottle £4.05 each; one-metric ton lots in drums from £1.97 in 10 kg drums to £1.85 kg in 130-kg. Solvent, BP in 130-kg drums £1.34 kg.
Glycerin: In 250 kg returnable drums £785 metric ton in 5-ton lots; £790 in 2-ton lots.
Iodides: (kg) Ammonium £12.15 (50-kg lots); potassium £6.56 (250 kg); sodium £9.35 (50-kg).
Iodine: Resublimed £9.70 kg in 250-kg lots; crude £7.30.
Kaolin: BP natural £173.40 per 1,000 kg; light £180.90 ex-works in minimum 10-ton lots.
Magnesium carbonate: BP per metric ton—heavy £745; light £630.
Maonesium dihydrogen phosphate: Pure £2.29 kg in 50-kg lots.
Magnesium hydroxide: (metric ton) BPC light £1,720; 28 per cent paste £520.
Magnesium oxide: BP per metric ton, heavy £1,700; light £1,720.
Mercurials: Per kg in 50-kg lots: ammoniated £12.40; oxide—red £13.70 and yellow £13.55 per chloride £7.70; subchloride £11.30; iodine £12.45.
Mercury: BPC redistilled £13 kg in 25-kg lots.
Mersalyl: Acid £47.33 kg in 10-kg lots.
Nicotinamide: £3.85 kg in 50-kg lots.
Nicotinic acid: £3.80 kg; in 50-kg lots.
Opates: (£ per kg) in 1-kg lots; subject to Misuse of Drugs Regulations—Codeine alkaloid £600-£604 as to maker; hydrochloride £520; phosphate £460.50-£482; sulphate £520. Diamorphine alkaloid £821; hydrochloride £748. Ethylmorphine hydrochloride £585.50. Morphine alkaloid £667-£668; hydrochloride and sulphate £544-£545.
Paracetamol: (Per kg) 50-ton contracts from £3.22; 10-ton £3.30. Premium for d/c £0.35 kg.
Pentobarbitone: Less than 100-kg £24.15 kg; sodium £25.71.
Pholcodine: 1-kg £538; 60-kg lots £493 kg. Subject to Misuse of Drugs Regulations.
Phthalvisulphathiazole: 50-kg lots £8.95.
Quinalbarbitone: Sodium in 25-kg lots £27.19 kg.
Reseroline: 100-o lots £0.22o.
Succinylsulphathiazole: £12.10 kg in 250 kg lots.
Sulfohamethiazole: £12.04 kg in 1,000 kg lots.
Sulphaquinoxaline: BVetC £11.57 kg; sodium salt £13.12 kg both in 500-kg lots.
Tocchoerol: DL-alpha £16.72 kg.
Tocopheryl acetate: DL alpha per kg £14.16 (in 20-kg lots); adorbate £12.22 (25-kg).
Vitamin A: (per kg) acetate powder 1/2 miu per g tablet grade £16.98 (5 kg lots); palmitate oily concentrate 1 miu per g £16.72 (5-kg); water miscible £4.59 litre (6-litre pack).
Vitamin D2: Type 850 £48.53 kg.
Vitamin E: See tocopheryl acetate.

Crude drugs

Aqar: Spanish/Portuguese £7.50 kg.
Aloes: Cape £1,100 ton spot; £1,090, cif, Curacao; £2,210 cif, no spot

Balsam: (kg) Canada: Dearer at £12.55 on the spot, shipment £12.45, cif. **Copalba:** £3.28, spot, £3.15, cif. **Peru:** £9.95 spot; £9.85, cif. **Tolu:** £6.15. **Belladonna:** (kg cif) herb £1.99; leaves £2.24; root, £2,240, cif, no spot.
Benzoil: £203 cwt, cif.
Camphor: Natural powder £10.25 kg, spot; £7.95, kg, cif. Synthetic 96% £1.25, spot; £1.20, cif.
Cardamoms: Alleppy green No. 2 £6 kg, cif.
Cascara: £1,480 metric ton spot; £1,410, cif.
Cherry bark: Spot £1,155 metric ton; shipment £1,140, cif.
Cinnamon: Seychelles bark £480 metric ton spot; £425, cif. Ceylon quills 4 o's £0.86; lb, featherings £0.18; lb both, cif.
Cloves: Madagascar £4,150 metric ton spot, £3,850, cif.
Cochineal: Tenerife black brilliant spot £25 kg, spot and cif. Peru silver grey no spot; £20, cif.
Dandelion: Spot £2,060 metric ton spot; £1,980, cif.
Gentian root: £2,260 metric ton spot; £2,185, cif.
Ginger: Cochil £370 metric ton spot shipment, £340, cif. Other sources not quoted.
Henbane: Niger £1,405 metric ton spot; £1,395, cif. hydrate £260; anhydrous £550; liquid 43 Baume £279 (5-drum lots); naked 18-tons £217.
Honey: (per metric ton in 6-cwt drums ex warehouse). Australian light and medium ambers £670-£700; Canadian £775; Mexican £675; Argentinian (white) £725.
Hydrastis: Spot £29; £28.60, cif.
Ipecacuanha: Matto Grosso no offers; Costa Rican £18.85 kg spot; nominal; no cif.
Jalap: No spot; £2,750 metric ton, cif.
Kola nuts: £440 metric ton spot; £410, cif.
Lanolin: BP grade £1 kg in 1 metric ton lots.
Lemon peel: Spot £1,350 metric ton; £1,280, cif.
Liquorice root: Root, no spot; £620, cif, nominal. Block juice £1,400 metric ton spot; Spraydried £1,550.
Lobelia: American, nominal, European £1,600 metric ton, cif, nominal.
Lycopodium: £4.80 kg spot; no cif.
Mace: Grenada unsorted £2,750 metric ton, fob whole \$3,000.
Menthol: (kg) Brazilian £5.25 spot; £4.80, cif. Chinese £4.85; spot; £4.30, cif.
Nutmeg: (per metric ton fob) Grenada 80's \$2,950 sound unassorted \$2,650 110's \$2,750, bwb defectives \$1,750.
Nux Vomica: No spot or cif.
Pepper: (metric ton) Sarawak black £875 spot, \$1,675, cif; white £1,250 spot; \$2,350, cif.
Pimento: Jamaican £1,120 metric ton spot; £1,085.
Podophyllum: Root Chinese £580 metric ton spot; £545, cif.
Quilla: No spot; metric ton; £775, cif.
Rhubarb: Chinese rounds 60 per cent pinky £3.30 kg, spot; £3, cif.
Saffron: Mancha about £650 kg nominal spot.
Sarsaparilla: Jamaican £2,650 metric ton spot; £2,600, cif.
Seeds: (metric ton, cif) **Anise:** China £850 for shipment. **Celery:** Indian £360. **Coriander:** Moroccan £210. **Cumin:** Indian £675. **Fennel:** Indian £400. **Fenugreek:** Moroccan £260; Indian £245.
Senega: Canadian £9.95 kg spot; £9.25, cif.
Senna: (kg) spot Alexandria pods hand-picked from £2 upwards; manufacturing £0.55. Tinnevely fag leaves £0.52; pods, fag £0.46; hand-picked £0.55.
Squill: Indian white £340 metric ton, cif.
Styrax: Turkish natural £5.60 kg spot; £5.60, cif, nominal.
Tonquin beans: Para £4.68 kg spot; £4.55, cif.
Turmeric: Madras finger £430 metric ton spot; £390, cif.
Valerian: Dutch £1,895 metric ton spot; £1,845, cif. Indian £1,900 spot; £1,400, cif.
Witchhazel leaves: £2.75 kg spot; £2.70, cif liquid £0.50 kg.

Essential and expressed oils
Anise: (kg) Spot £12.75; shipment £12.75, cif.
Almond: Sweet in 1-ton lots £1.50 kg duty paid
Bay: West Indian £9.80 kg spot
Bergamot: New crop £60-£62 kg spot.
Bois de rose: £7.60 kg spot; £7.70, cif.
Buchu: South African £135 per kg spot; English d'stilled £210 nominal.
Cade: Spanish £1.35 kg spot.
Camphor: White £0.90 kg spot and cif.
Cananga: Indonesia £14.50 kg spot; £14.25, cif.
Cardamom: English-distilled £220 kg.
Cassia: Chinese £54 kg spot; £55, cif.
Cedarwood: Chinese £1.25 kg spot; £1.16, cif.
Cinnamon: Ceylon leaf £2.30 kg spot; £2.45, cif. bark, English-distilled £155.
Citronella: Ceylon £3.75 kg spot; £3.60, cif Chinese £3.70 spot and cif.
Clove: Indonesian leaf £1.75 kg spot; shipment £1.55, cif. English distilled bud £44.
Eucalyptus: Chinese £1.90 kg spot and cif.
Fennel: Spanish sweet about £8.50 kg spot.
Geranium: Bourbon £43.50 kg spot; £41.25, cif.
Ginger: Chinese £35 kg spot; £33.75, cif. English distilled (W. African root) £95; (Indian) £50.
Lavender spike: £15.50 kg.
Lemon: Sicilian best grades from £30 kg in drum lots.
Lemongrass: Cochil £4.20 spot; £385, cif.
Lime: West Indian £15 kg spot.
Mandarin: £28 kg spot.
Nutmeg: East Indian £8.50, kg spot; £8.25, cif. English distilled £16.
Olive: Spanish £1,480 per metric ton in 200-kg drums exwharf; Mediterranean origin £1,460. Draw-back £207.61 ton on Spanish after packing in containers of 5 litres or less.
Orange: Florida £0.70 kg spot £0.70, cif. Brazil £0.50.
Orleanum: Soanish 70 per cent £17.50 kg.
Palmarosa: No spot; £13.25, kg, cif.
Sandalwood: Mysore £60 kg spot; East Indian £45 spot.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

Classified Advertisements

Post to Classified Advertisements, Chemist & Druggist,
25 New Street Square, London EC4A 3JA.

Telephone 01-353 3212

Publication date Every Saturday

Headings All advertisements appear under appropriate headings.

Copy date 2pm Tuesday prior to publication date.

Circulation ABC July/December 1978. 17,737.

Display/Semi Display £6.00 per single column
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Quarter Page £150.00 (135mm×91mm).

Lineage minimum charge £6.00 for 20 words,
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Box Numbers £1.50 extra.

Series Discounts 5% on 3 insertions or over. 10% on
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CONSUMER PRODUCTS

wish to announce that we have now moved into new premises at:

**Unit 22c, Robell Way, Water Lane Estate,
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We now have representatives supplying our products nationally who would be only too pleased to visit you and show you our range of top brand names in perfumery, cosmetics and toiletries.

**CONSUMER PRODUCTS
Storrington (09066) 4418**

Profitable small range of o.t.c./prescription products with domestic and export potential. 1979 turnover C.£23,000. Offered for sale with goodwill and trademark—no capital equipment.

For detailed information principals only should write to

BOX No. 2729 C&D

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We have been STOCKTAKING in retail pharmacy for over 55 YEARS and our partners have between them over 90 YEARS stocktaking experience. We have a fully trained staff with long experience of pharmacy business behind them and we are able to undertake stocktaking throughout the length and breadth of Great Britain. Our systems have been devised over the years to give the highest degree of accuracy and reliability. We continue to use the caller/writer method as we believe that our system provides a more detailed record and a more satisfactory result than any adding machine or other cost cutting method can provide. Our vast experience of retail pharmacy is always available to our clients, many of whom regularly take advantage of it.



Ernest J. George
& CO

GARDALE HOUSE, 122 GATLEY ROAD, GATLEY, CHEADLE,
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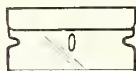
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Following a major re-organisation of the warehouse and distribution network, our Bedford branch will be increasing its share of the business and a brand new purpose built branch will be opened shortly in North London at Wood Green. Both locations now need an Operations Manager to join their management team.

Reporting to the Branch General Manager you will be responsible for a significant warehouse operation, a transport fleet, and supporting information systems. You will have line responsibility for most of the Branch Personnel which will number about 70 in Bedford and over 100 in Wood Green.

If you have a background in the pharmaceutical supply industry and are experienced in fast-moving wholesaling, why not join the Sangers team and share its exciting future?

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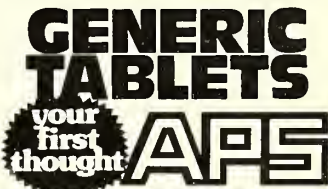
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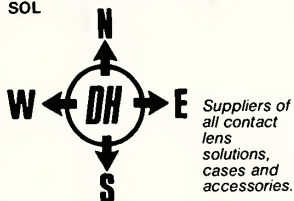
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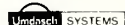
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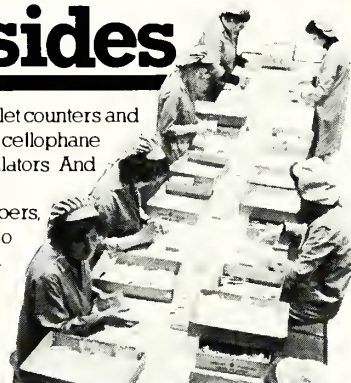
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